

SPOTLIGHT

MARCH 2022

NICK MOORE

2021 SGA of the Year



CARRYING A LEGACY FORWARD



Steve Greer

Chief Executive Officer
American Income Life &
National Income Life Divisions

The greatest good you can do for another is not just share your riches but to reveal to them their own. – Benjamin Disraeli

Ask any successful leader at AIL-NILICO about the journey from the start of their career to where they are now and it's pretty much a sure bet they'll say they didn't do it alone. That saying about standing on the shoulders of those who have gone before is true; genuine self-made leaders are very rare.

It's not just about having people to show you how things are done. In many cases – my own included – it's about someone seeing

qualities and potential in others that they don't see in themselves.

Truly great leaders can see the tiniest spark of potential and fan it to light a fire in someone. I can point first to my cousin Durhon (Oldham) who tried for years to convince me to get out of what I was doing and join his NILICO agency office. His faith in me helped me be more confident in myself. Years later, I have retired CEO Roger Smith to thank for seeing far beyond anything I ever saw in myself. Durhon's and Roger's mentorship put me where I am, and I am grateful to them both every day.

You could say that Nick Moore, AIL-NILICO's 2021 SGA of the Year, and I are 'brothers in arms.' We both had the privilege of having Durhon as a personal mentor. Durhon got his first look at Nick's spark when Nick took it on himself to help a friend and fellow agent when it was needed the most. That, more than anything, showed Durhon what Nick was made of. The mentorship continued even after Nick was promoted to SGA in 2017 and lasted until Durhon passed away in 2019.

The culture in Nick's offices is easygoing and upbeat. You can tell his team is having a

good time just doing what they do. Nick told us when COVID first hit and everything was shut down, they had to keep the blinds closed – he couldn't keep them out of the office! They were depressed at home and missed the culture. Their office was one of the first to run with virtual and the result was they were off and running while many were still trying to figure out what happened.

Nick has done a fine job of carrying on Durhon's legacy and creating his own along the way. He makes it a point to personally get to know his people to better help them achieve their goals, which was also Durhon's gift. Nick puts it this way: "I find the birds and put them in the trees. I find the fish and put them in the sea. I pay attention to where people's hearts and talents lie." He also has a gift for surrounding himself with people who are as bought into his vision as he is and know how to turn their ideas into scalable systems to develop others.

Please join us in congratulating Nick Moore and his entire organization for a fantastic year and a job well done. We know the best is yet to come! 🎉

SPOTLIGHT

ARC.AllLife.com/Spotlight.aspx
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NEWS

MARCH 2022

VOL. 55 NO. 3

SGA Career Track

New Markets Opening & Expanding!

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@aillife.com.



Required Retention Rate

Effective Jan. 1, 2022, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first twelve months. The rates listed are for *Spotlight* recognition only.

Retention: **74.0%**
Net to Gross: **80%**

Dates to Remember

eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by **Friday 4/22** before **2:00 p.m. CST**. Paper apps excluded from the 7 day hold and PR credits should be sent to Home Office by **Wednesday 4/27**. eApp business excluded from the 7 day hold should be uploaded by **Friday 4/29** before **4:30 p.m. CST** to count for **April** production.

eApp cutoff has been extended to 3:30 p.m. CST every Wednesday, Thursday, and last day of the calendar month to allow more business to load before the weekly advance and end-of-month AP&P cutoff. All other days of the week remain the standard 2:00 p.m. CST cutoff time.

\$5,563,703

in total BONUSES were paid out this month by AIL and NILICO. For more information on the monthly bonuses, turn to **Pages 46-52**.

\$8,283,092

in total January RENEWALS were paid out in February to 5,699 total agents.



SPOTLIGHT DIGITAL
is now on the web!

Spotlight.AILAgents.com

Username: **AIL** | Password: **allin2022!**

See your SGA or manager if you need assistance.

*** Look for the asterisk!** The asterisks, shown throughout the magazine indicate that place will be a year-to-date award winner. The Producers who will be recognized at the 2023 Awards Presentation are: the top SGA per category from Categories I-XII based on Net ALP Growth (minimum 15%) and Cat XIII based on % of Net ALP Objective (minimum 100%), the top MGA/RGA from each category based on Growth (minimum 10%), the top five GAs, the top five SAs, the top ten Rookie Individual Producers, the top ten Veteran Individual Producers, the top PR Representative from each category and the top PR Manager from each category. View the 2023 Convention Qualifications online at ARC.AllLife.com or ARC.NILife.com. **Check your production!** If there is an asterisk by your position, you could be on your way to stay at **The Grand at Moon Palace in Cancun, Mexico**. The convention will be held **May 3-6, 2023**.



LOOK FOR ME!

ANNIVERSARIES

32 YEARS OF SERVICE
Brenda Di Somma, PR

31 YEARS OF SERVICE
Roger Fung, AGT
Kelly McDonald, AGT

26 YEARS OF SERVICE
Steven Engrav, AGT

24 YEARS OF SERVICE
Randy Stockley, PR

22 YEARS OF SERVICE
Rob Hay, SGA

21 YEARS OF SERVICE
Scott Florin, AGT
Kris Thieme, SGA

20 YEARS OF SERVICE
Fran Christie, PR
Herivelto Pereira, AGT

19 YEARS OF SERVICE
Omar Hashimi, AGT

17 YEARS OF SERVICE
Andrea Yee, AGT

16 YEARS OF SERVICE
Richard Carter, AGT
John Sparby, SGA

15 YEARS OF SERVICE
Evan Holzhauser, SGA
Tim O'Connor, PR
Jonathan Russell, AGT
Atta Saleh, GA

14 YEARS OF SERVICE
Daniel G Johnson, RGA
Peter Kwiatkowski, RGA
Brock Lampe, SA

Kristi Vang, AGT
13 YEARS OF SERVICE
Matthew Diulus, RGA
Joseph Hedborn, GA
Melissa Lively, PR
Mark Neilson, RGA
Nicole Sanders, SGA
Matthew Turnquist, RGA

12 YEARS OF SERVICE
Randall Cook, RGA
Tina Janti, GA
David Scalisi, PR

11 YEARS OF SERVICE
Milena Arceo, AGT
Bernadette Casciato, AGT
Mark Hart, AGT
Beau Locker, SGA
Richard Pazak, SGA
Blake Ralston, SGA
Richard Rowe, AGT
Jesse Spencer, GA
Eric Thompson, RGA
Sara Vaz, RGA

10 YEARS OF SERVICE
Bilal Farsakh, SA
Jeffrey Hapke, PR
Dallas Johnson, AGT
Marlene King, AGT

9 YEARS OF SERVICE
Collins Appiah, AGT
Bryon Eddinger, AGT
Greg Graham, SGA
Katalina Halaunga, AGT

Riley Peters, AGT
Cleopatra Sola, AGT
Jay Washington, SGA
8 YEARS OF SERVICE
Maria Avila, GA
Michael Cirelli, RGA
Myaa Fallon, SGA
Matthew Halbmaier, PR
Lorena Herndon, MGA
Michael McClintock, AGT
Mia Mitchell, GA
Christine Moore, GA
Juan Olvera, MGA
Kendall Wilson, RGA

7 YEARS OF SERVICE
Fabian Aniekwensi, AGT
Alexandra Berberich, GA
Michael Botond, RGA
Elcar Buhay, GA
Caren Deanda, MGA
Jesse Doherty, RGA
Evan Donoghue, RGA
Lawrence Hadley, SA
Nathan Hunt, GA
Jason Kuepfer, SA
Saul Lopez, RGA
Desmond Martin, SA
Ed-Maggie Myrthil, RGA
Thomas Prather, AGT
Richard Sidoti, GA
Phillip Waisman, SGA

6 YEARS OF SERVICE
Stephanie Baumann, PR

Rachel Brown, SGA
Christopher Buttacavoli, MGA
Oscar Cardoza, MGA
Funmilola Elumade, MGA
Tommy Flynn, PR
Brandon Foster, AGT
Alex Miller, AGT
Deborah Mitchell, GA
Brian Obrecht, SA
Blake Tomblin, RGA
Rupinder Toor, MGA
Alyssa Van Alstyne, AGT

5 YEARS OF SERVICE
Joshua Bacchus, MGA
Alon Barnur, RGA
Ryan Bevan, SA
Andrew Brennan, GA
Donald DeVoise, RGA
Tony Georges, AGT
Michael Giachetti, MGA
Kyla Greig, SA
Michael Hepner, GA
Justin Hermann, RGA
Daniel Lopez-Velasquez, GA
Paige Minarik, SA
Ashley O'Donal, MGA
Romal Omid, RGA
Manique Sala, GA
Jovannie Scarlett, RGA
Iffrah Tahir, MGA
Janel Wilder, AGT

4 YEARS OF SERVICE
Afolasade Aboyade-Cole, MGA

Jesse Barker, GA
Dustin Caso, MGA
Jessica Davis, RGA
Darryl Frazer, MGA
Tammy Gawron, AGT
Jillian Getz, MGA
Elioena Gomez Perez, SA
Troy Kasper, MGA
Victoria Lindner, MGA
Cory Moncol, GA
Marissa Neff, RGA
Stacy Phillips, SA
Michael Romero, RGA
Michael Trotter, AGT
Jordan Viaje, SA

3 YEARS OF SERVICE
Matthew Abdo, MGA
Frankie Armstead, AGT
Siale Aso, AGT
Raquel Caicedo, SA
Roxana Campos, SA
Mary Carnegie, SA
Karen Cermak, MGA
Phylicia Cervini, AGT
Kamie Clark, GA
Truman Falkner, AGT
Jennifer Gilkie, SA
Alex Grushko, GA
Sallie Haas, MGA
Robert Hardy, SA
Ayana Hill, MGA
Tyrese Holland, GA
Nouraddin Hussein, SA

Dillon Kuehne, MGA
Nicole LePage, GA
Robert Lieberman, AGT
Hector Luque, MGA
Michael Lyons, GA
Justin Malone, GA
Fulton Martin, AGT
Matthew Olow, AGT
Jonathan Parham, SA
Meagan Payne, GA
Sky Plunkett, GA
Jacob Rosinsky, GA
Chandra Seepersad, SA
Mohamed Shogar, MGA
Leanna Sinclair, GA
Katie Stahulak, GA
Hisham Tabak, MGA
Brad Toyama, SA
Sherri Washington, AGT
Renee Zinsky, AGT

2 YEARS OF SERVICE
Istique Ahamed, AGT
Jose Andujar, GA
Sandra Archer, GA
Jennifer Barnes, AGT
Eric Baxter, AGT
Charlie Bermudez, GA
Kyle Cooley, SA
Nelly Cuba De Tabares, MGA
Lourdes Davila, AGT
Marc Dorceus, SA
David Ferriolo, GA
Amanda D George, SA

Giorgi Gogidze, GA
Carrington Hanna, GA
Christopher Hardee, AGT
Christopher Hawkins, AGT
Claire Hershberger, AGT
Koko Hunt, GA
Elijah Jackson, MGA
William R Jones, AGT
Bernard Lackey, AGT
Samantha M Lee, AGT
Alekh Lichniak, SA
Yehuda Makowitz, GA
Muhammad Mansoor, SA
Micah McGhee, GA
Rafael Medina, MGA
Tyjere Morrow, GA
John Pham, SA
John Pontillo, AGT
Peter Poulakis, GA
David Rico, AGT
Steven Roberts, GA
Robinson Rosales, SA
Justin Schmidt, GA
Joshua Seguin, GA
Christina Shanno Baldwin, MGA
Amin Sharifkhani, MGA
Justin Sherman, GA
Ryan Slone, MGA
Chase Snider, GA
Joshua Stein, AGT
Shannon Stewart, GA
Robert Tappy, SA
Winter Thomas, AGT

Yolanda Wade, AGT
Rodney Williams, GA
Nicole Wright, GA
1 YEAR OF SERVICE
Jose Abad, SA
Nohelys Abad Martinez, SA
Binyam Abune, SA
Zenida Acevedo, SA
Omowunmi Akinlade, AGT
Mariam Alabi, AGT
Blake Allen, AGT
Andy Altig, SA
Maria Alvarado Albarran, AGT
Alexandria Anderson, AGT
Ahmad Aqel, SA
Heddy Bahena Reyes, GA
Chernecka Bailey, AGT
Austin Banks, AGT
Tysen Banks, SA
Angel Bannert, SA
Lauretta Bawo, SA
Joshua Bobb-Semple, AGT
Andrew Bogeas, GA
Robert Brannan, GA
Joshua Briggs, GA
Veronica Britos, GA
Staci Brown, GA
Frances Buchanan, SA
Elijah Burdette, SA
Gerald Burke, AGT
Monet Cambino, SA
Virginia Cardinal, AGT
Cristian Cartagena Clemente, AGT

Allison Castille, SA
Garrett Cegon, GA
William Cesar, SA
Esteban Chamorro, SA
Shana Cheatham, AGT
Sarah Clatterbuck, AGT
Anthony Clement, SA
Emily Clymer, SA
Alexander Collins, AGT
Sunday Conine, SA
Joshua Cooper, SA
Brian Davis, AGT
Maria Drago, SA
Noah Eberhart, AGT
Shereen Elabasy, SA
Fabian Escatel, GA
Sylwia Faucher, SA
Marshall Fernandez, GA
Salvador Figueroa Herrera, SA
Alicen Finley, AGT
Jack Fisher, AGT
Yara Flahat, AGT
Latricia Forbes, SA
Kelsey Friedler, SA
Cesar Frutos, SA
Bezawit Girma, GA
Cassidy Griffin, SA
Thomas Griffin, GA
Erin Harazin, AGT
Gabriela Harmanescu, AGT
Gage Harrington, SA
Lori Harvey, SA
Melissa Hayfa, SA

Barbara Hollinshed, AGT
Therese Hon, AGT
Elisavet Horne, AGT
Elna Huseynova, SA
Anthony Iacovino, GA
Xhavit Jakupi, AGT
Brenda Karagiannis, GA
Matthew Kerfoot, GA
Mariann Kirby, SA
Anthony Clement, SA
Birdsell Kluver, AGT
Kristin Kozakiewicz, SA
Ilija Kukulj, AGT
Megan Laird, AGT
Luis Lamb, SA
Tenisha Lee, AGT
Richard Lemay, SA
Donald Lewis, SA
Nicolas Longo, SA
Yrmaly Lopez, SA
Taylor Lowe, AGT
Jonathan Lu, SA
Rea Lynch, MGA
Matthew Lyphout, AGT
Glenn Macaso, SA
Ana Machado Rodriguez, SA
Kelly MacLean, SA
Adrian Magallanes, AGT
Joanne Mahaffey, GA
Tamara Manning, SA
Khalilah Marin, AGT
Jonathan Mark, SA
Michelle Massey, AGT
Brendan Matcham, SA

Claudio Maya, AGT
Caleb McConnell, AGT
Mary Merlini, AGT
Lucia Montero, AGT
Jose Moreno, AGT
Jacqueline Morris, AGT
Marcus Mosley, AGT
Jermaine Moye, SA
Ameenah Muhammad, SA
Emily Muise, SA
Brandon Nappo, SA
Cristina Narvaez, AGT
Daoud Naser, SA
Youlandee Nelson, AGT
Ethan Okimoto, AGT
Jordan Olson, AGT
Teneisha Overton, AGT
Taryn Perez, AGT
Waundlyan Pete, AGT
Spencer Petersen, GA
Hannah Phillips, SA
Kayla Pina, AGT
Christina Quillen, AGT
Sameera Raj, AGT
Vilmer Rea Guedez, SA
Farrad Reid, SA
Victoria Richards, SA
Eva Robbins, AGT
Jordan Robinson, AGT
Emily Rogers, SA
Shanna Rone, SA
Valerie Ross, AGT
Margaret Rudy, AGT

Pretoria Samuel, GA
Gabriel Santos, AGT
Ryan Schreiber, SA
Sherry Scott, AGT
Rita Sharma, AGT
Mayra Soto, SA
Christopher Stacruz, AGT
Emily Tansingco, GA
Jake Taylor, GA
Joseph Tegan, SA
Rose Carmele Thelusma, SA
Sherita Thompson, GA
Hugo Tigrera Gamboa, SA
Xiomara Torres, GA
Kim Tran, AGT
Kyle Trantham, SA
Taikendy Trinh, SA
Malik L Tyler, SA
Michael Valent, SA
Lydia Valentin, AGT
Alexandra Verdusco, AGT
Devon Wade, AGT
Breanna Walker, AGT
Cody Walter, SA
Keiyah Webster, AGT
Todd Weinberg, SA
Nicole Williamson, SA
Cristian Yanez Ojeda, GA
Dejon Young, AGT
Joyce Yuen, AGT
Paige Zuzick, GA

PROMOTIONS

STATE GENERAL AGENT
Darcy Schrieber

REGIONAL GENERAL AGENT
Zachery Kertulis
Ryan Ohm
Tyler Ortiz
Noe Perez
Daniel Prinzo
Paul Samra

MASTER GENERAL AGENT
Matthew Agnetti
Jose Aranguren
Dairon Arbona Fonseca
Heriberto Chavez
Lindsey Dettwiller
Yael Enriquez
Kimberly Frendy
Kevin Gillum
Danielle Gilmore
Heather Graham

Jacob Krakora
Kenrick Ledoux
Daniel Li
Mariah Luquin Botello
Felipe Machado-Santanna
Joseph Nelson
Alex Piszczek
Molly Remhof
Zachary Staffieri
Vivian Trinh
Edgar Velasquez Romero
70% GENERAL AGENT
Veronica Acurero
Charles Biggers
Eric Caballero
Frederik Diaz Mata
Noris Dominguez Ramirez
Carlos Frias Caraballo
Charles Gangloff
Alexander Gomez

Rosmary Gomez Castillo
Thomas Griffin
Jordan Hamrick
Francisco Morell
Gabriela Perez
Aubrey Wolfe
67.5% GENERAL AGENT
Bradley Allen
Melissa Argomaniz
Isaiah Banks
Aspen Bell
Nixandra Caraballo
Caitlin Cassidy
Ryan Cummings
Abel Gamo
Zack Gordon
Montana Hanson
Avery Hearn
Lamarcus Jackson
Osiris Kessinger

Jacob Kieffer
Lucas Konstatos
Tammy Labombard
Vontraviv Lee
Nathaniel Magda
Sydney McNeal
Danilo Mendoza
Christina Pappas
Spencer Petersen
Nadine Ramnauth
George Ray
Dinor Rexhepi
Jared Romero
Kacee Sines
Michael Stuver
Rain Suverkrubbe
Ryan Vance
Derek Woo
Adam Youssef
Nikolai Zollinger

57.5% GENERAL AGENT
Hunter Bischoff
Katherine Nummy
65% SUPERVISING AGENT
Oriana Acosta Fernandez
Sevaun Alford
Jamie Anguiano
John Broyles
Logan Buckley
Sofia Cedenao Leal
Pedro Colls Nunez
Rosa Colmenares Borrego
Jabreia Cummings
Jeffery Deputy
Talile Desalegn
Randi Dowjat
Roxana Duarte Castillo
Carlos Figueroa Perez
Daniela Fraga Marini
Deaveon Francisco

Daniela D Gomez
Brandi Hambleton
Christina Hamilton
Keith Howard
Shoshawnee Hunter
Maria La Cruz
Mariana Landaeta
Anibal Lopez Hernandez
Ender Fernando Marcano Cardozo
Sarelisa Marin De Diaz
Desmond Martin
Jack Morgan
Oscar Munoz Tirado
Steven T Nguyen
Miguel Perez
Eduardo Rivas
Olynda Rodriguez
John Sierra
Kevin Valentin Ross

Alan Vargas
Nataly Zeitoune
62.5% SUPERVISING AGENT
Samin Ahadian
Mahdi Aljje
Carlos Arballo
Casey Arbuckle
Jordan Artis
Raymon Ashley
Yendy Avellaneda
Erick Ayala Ramirez
Shaela Beechem
William Benline
Erica Bethea
Malik Blair
Thomas Blaney
Kylee Blehm
Georgina Boquel
Lisa Bowes
Ashley Brosious

John Bugni
Teresa Carver
Emily Clymer
Connor Cook
Autumn Cortes
Jonathan Cunningham
Alexandra Daly
De 'Lorian Day
Kalyn DeVoe
Gilbert Diaz
Riley Donovan
Alyssa Duncan
Carolyn Edgar
Justin Francis
Michael Francoeur
Rachael Frankino
Nikia Fulton
Thomas Gilmore
John Glaspie
Ardian Gojcaj

Kevin Gomez
Sallie Grayson
Christopher Gulick
Amiel Gutierrez
Lawrence Hadley
Amber Hammerl
Tiffany Harris
Shane Hawkins
Randall Heep
James Hodges
Brianna Jasinski
William Jenkins
Sheena Jones
Barbara Joynt
Haley King
Alyssa Kingsley
Noah Lantz
Shiva Latify
Amy Laughlin
Angel Lee

Jhojandra Leon Alvarez
Samantha Lopiccolo
Patricia McHenry
Carolyn Miller
Ryan Miller
Diallo Mitchell
Juan Munguia
Justin Neala
Juan C Nunez
Monica Oliva
Rachel Omell
Yvonne Payne
Jandy Perez
Hannah Phillips Rieger
Alexis Poe
Antonio Quintana
Heccy Rivas
Daniel Rock
Bruce Rojee
Lucy Roll

Krystal Rouble
Frank Russell
Nicholas Russo
Sadia Salman
Rachel Salomaa
Wesley Scott
Samantha Shannon
Hayden Sheppard
Tara Shillito
Ethan Silvestri
Dorette Smith
Eric Sorenson-Livingstone
Denton Temple
Jennifer Terife
Xavier Thomas
Elvis Tinaj
Alexus Triplett
Daniel Ulloa Arciniegas
Jael Valerio
Charlene Vasquez

James Vermilyea
Adrian Watson
Aliyah Weathers
Todd Weinberg
Wilbert Woods
55% SUPERVISING AGENT
Dana Everett
52.5% SUPERVISING AGENT
Rohan Johnson
Joshua Milano
Sean Rivera

NEW SGAs



Darcy Schrieber | Michigan

Darcy holds a Doctorate in Educational Leadership from Walden University and had a successful career as a high school principal. He joined AIL in 2010 seeking financial freedom and opportunities for unlimited growth. Darcy says his agency office "offers the opportunities people need and the culture people strongly desire. This is the most positive, supportive, inspiring, and passionate group of people one could ever hope to work with!"



Phillip Waisman | Indiana

Phill earned a Bachelor's degree in Business Management from Dalhousie University in Nova Scotia. Before joining AIL in 2015, Phill says he "did not specifically have a destination" but knew he wanted to be an entrepreneur. He found AIL to be a perfect fit. Phill says he finds what the Company has done for him in terms of personal growth to be rewarding. "Once you make the decision to do something big, you realize anything is possible," he says.

OPPORTUNITY UNLIMITED

Dear Future SGA,

Whether you are new to our company or someone with tenure, if you have ever wondered what you had to accomplish in order to be promoted to State General Agent, the answer is simple — achieve these four levels.

SGA Career Track

***\$500k–\$3.5M+**
Unlimited Annual Earnings Potential

LEVEL 1: QUALIFY

To qualify you must meet the following criteria:

- 2 years tenure with AIL/NILICO
- Be on an MGA/RGA Contract
- Production of at least \$350,000 of 1st Six Mo. Agent production (Last 12 Months)

LEVEL 2: INTERVIEW

You will be flown to McKinney, Texas for dinner and an interview. During this time you will also learn about the budgetary and start-up process for new SGAs.

LEVEL 3: FOLLOW UP

Home Office will schedule a follow-up call with you and your SGA 60 days after your interview to discuss your progress in the areas of recruiting, production and quality. If you are still growing and moving forward, we will prepare for Step 4.

LEVEL 4: GET AN OFFER

After conferring with your SGA, the Home Office will contact you to:

- Let you know what territory/territories we are offering
- Discuss who may be going with you. (Your SGA can protect one person whom they feel they need to keep.)

*The earnings potential is typical but not guaranteed. Actual amounts can vary based on individuals results.



PR Representative Rona Pileggi Spano is officially an honorary member of the International Brotherhood of Teamsters! According to retiring IBT President James Hoffa's staff, Rona's membership card was the last thing Hoffa signed before he walked out of his DC Office for the final time. Congratulations, Rona! What an honor!

NO MATTER WHAT...



Susan Fuldauer

Division Vice President
Public Relations

In this Spotlight, we celebrate our top-of-the-top, the #1 SGA and Agency. This is the pinnacle of agency success and we congratulate Nick Moore for his agency's accomplishments in 2021. No matter what, Nick and his team gave it everything they had. They chose to be the best, not the second-best. I look at this top win as a win for all of us connected to AIL/NILICO and especially for the working families that we have the enormous opportunity to assist with their future planning and protect them with dignity and respect. The relationships we have with labor unions, credit unions, associations, veterans and schools provide for the opportunity to serve working families. These relationships come from the strength of standing up, showing up, and supporting workers and their families ... no matter what.

From the policies we sell to the public policies we support, we are dedicated to the relentless advocacy for workers and their families. Whether at a virtual kitchen table with a union member, or standing in solidarity on a cold, windy, rainy day in Bessemer, Alabama with Amazon workers organizing the first-ever union at Amazon so they may have a voice and respect on the job ... we stand firmly footed on the side of the workers. Supporting legislation that provides high-wage jobs, strong public schools, strengthens voting rights, and strengthens the rights of all workers to form and join a union remains the pillar of who we are and what we do ... no matter what. Like Nick Moore and his agency, we stand on the shoulders of the greatest who have come before. We create new wins from the foundations that have been laid, paving the way for current and future successes. Recently, we were honored to participate in the retirement celebration of Teamsters General President James P. Hoffa. President Hoffa is legendary in the labor movement not only in North America but around the world. His legacy will live on for generations because he

never gave up on what workers needed until the job was done ... no matter what. The wins and gains President Hoffa made for working families and through the James R. Hoffa Scholarship Fund, named for his late father and former head of Teamsters, provides educational funding for the children of Teamsters. Many of the recipients have gone on to make important contributions in medicine, education, legislation, and so on. AIL is a big supporter of this scholarship program, helping the next generation stand on the shoulders of great union members. It is yet one more way we contribute to the future of working families. With the relationships our Public Relations team creates and the stand we take on public policies, we are at the forefront as a business partner with the labor movement. We take the lead on issues important for working families every time we're asked ... no matter what. "We have the choice to make the world a better place. What you do makes a difference ... you just have to decide what kind of difference you want to make." – Jane Goodall

NEW ASSOCIATES

PER MANAGER

SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Carlos Frias Caraballo	4	Richardson Latino Division	Alyssa Kingsley	2	Mark Beckford	Jairo Cabrera Rojas	2	Richardson Latino Division
Victoria Richards	3	S-S-Bendure-Hartwig	Daryuztka Rodriguez Balza	2	Capozucca-H-W	Dulce Paz	2	Sabrina Lloyd
Michael Conner	2	AO	David Asbra	2	Cohen-Velasquez	Dariya Rossignol	2	London Nelson
Erica Lent	2	AO	Jordan Hamrick	2	Richard Correa	Luis Soriano	2	Theodore Pappas
Jarrell Jackson	2	Simon Arias	Angel Bannert	2	Martin Forshee	Patrick Sullivan	2	Tommy Vena
Shanique Beckford	2	Mark Beckford	Sean Taylor	2	Henderson-Locker	Ahmad Aqel	2	Dustin Venekamp

MGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Yania Tineo Soto	20	Richardson Latino Division	Chase Miller	4	S-S-Bendure-Hartwig	Moriah Chandler	3	Henderson-Locker
Jeanine Barlettano	5	Michael Barlettano	Jean M Joseph	4	Tom Williams	Jake Gelb	3	Nick Moore
Duane Shaw	5	Sabrina Lloyd	Brandon Minor	3	AO	Brenda Fox	3	London Nelson
Jenna Grula	4	Simon Arias	Joshua Olin	3	AO	Timothy Wilson	3	Philip Prata
Alexis Pineiro	4	Cohen-Velasquez	Minh Phung	3	AO	Carmen Pena Guedez	3	Jesus Romero
Chilynn Acevedo	4	Fisher-Zuzick	Jason Bratin	3	Simon Arias	Tahis Quintero Bonilla	3	Jesus Romero
Gabriela Sime	4	Fisher-Zuzick	Joseph Crivelli	3	Simon Arias	Jean Romero Capote	3	Jesus Romero
Philip Roffi	4	Cindy Furer	Patrick Knouse	3	Slav Bitman	Jonathan Conner	3	Michael Vasu
Anthony Salerno	4	Brett Gryska	Kingsley Hansen	3	Denis-Michael Catalano	Clayton Slaughter	3	Michael Vasu
Patrycja Grudzinska	4	Sabrina Lloyd	Matthew Turnquist	3	Richard Correa	Elijah Findley	3	Weatherspoon-Harris
Zach Otto	4	Sabrina Lloyd	Danisabel Rodriguez	3	Greg Graham			
Paul Samra	4	Andrew McQuade	Elias Boles	3	Brett Gryska			

GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Jose Aranguren	10	Richardson Latino Division	Justin Sherman	2	Ryan Bisanz	Nicole Wright	2	Nick Moore
Luis Barbaresco Garcia	7	Richardson Latino Division	Rodney Jones	2	Slav Bitman	Carolyn Harris	2	London Nelson
Hugo Flores	4	Cohen-Velasquez	Joshua McTier	2	Richard Correa	Sonya Martin	2	London Nelson
Allan Allas	3	AO	Amanda Dougherty	2	Fisher-Zuzick	Marvin Fernandez	2	Theodore Pappas
David C Williams	3	Simon Arias	Paige Zuzick	2	Fisher-Zuzick	Rebecca Patterson	2	Philip Prata
Michael Hutchinson	3	Fisher-Zuzick	Fredrica Wyles	2	Martin Forshee	Morella Parejo	2	Jesus Romero
Danny Sour	3	Sabrina Lloyd	Enoch Baiden-Nimene	2	Giglione-Ackerman	Ashley Charriere	2	Satti-Kanaan
Katie Stahulak	3	Sabrina Lloyd	Havis Alvarado	2	Hemerson Gonzalez	Stephen Davis	2	Albert Serur
Avion Johnson	3	S-S-Bendure-Hartwig	Aubrie Ray	2	Greg Graham	Joshua Notte	2	S-S-Parks-Salvaggi
Drew Johnson	2	AO	Hunter Bischoff	2	Brett Gryska	Connor O'Donnell	2	S-S-Parks-Salvaggi
Jozef Tinaj	2	AO	Stephanie Burghardt	2	Brett Gryska	Edon Nevzadi	2	Dustin Venekamp
Braydon Cameron	2	Simon Arias	Caren Deanda	2	Mathew Hart	Nina Blackmon	2	Weatherspoon-Harris
Katie Mitchell	2	Simon Arias	Edgar Velasquez Romero	2	Richardson Latino Division	Herlin Celicourt	2	Tom Williams
Chase Snider	2	Simon Arias	Miguel Diego Esquivel	2	Sabrina Lloyd			
Belinda Polite	2	Mark Beckford	Michael Jang	2	Sabrina Lloyd			

RGA

NAME	#	SGA	NAME	#	SGA
Helgi Bistoche Navarro	20	Richardson Latino Division	Robert Janev	13	Sabrina Lloyd

NEW ASSOCIATE – \$1,000 contract-to-date new agent

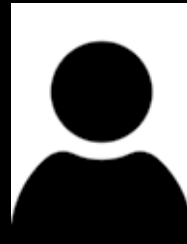
THE MINIMUMS FOR RECOGNITION ARE:
SA & GA – at least two new associates during the month
MGA – at least three new associates during the month
RGA – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.

TOP RECRUITING AGENTS** FEBRUARY



David Carpenter
6 Recruits
Dustin Venekamp



Genesis Castillo
6 Recruits
Richardson Latino Division



Astrid Castrillon
6 Recruits
Hemerson Gonzalez



Adam Wheeler
6 Recruits
Satti-Kanaan



Sergio Carta
5 Recruits
Beto Quintero

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
David Carpenter	6	Ryan Martin	3	Jessica Chang	2	Daniel Janjigian	2	Morella Parejo	2
Genesis Castillo	6	Joseph McCallister	3	Jonathan Collins	2	Trace Johnson	2	Jesus Parra	2
Astrid Castrillon	6	Connor O'Donnell	3	Matthew Conrad	2	Patrick Keohane	2	Joseph Pizzoferrato	2
Adam Wheeler	6	Arturo Romero	3	Nelson Desmond	2	Zachery Kertulis	2	Daniela Rangel	2
Sergio Carta	5	Clayton Slaughter	3	William Dugan	2	Erica Lent	2	Brandon Scharmer	2
Daryl Graham	4	Luis Soriano	3	Sokol Fazliu	2	Joshua Lopez	2	Melinda Skinner	2
Aldo Ramirez Marinelli	4	Cristian Yanez Ojeda	3	Elijah Findley	2	Ana Machado Rodriguez	2	Kyle Swanson	2
Leonard Westfall	4	Veronica Acurero	2	Daniela Gomez	2	Doris Martinez Garcia	2	Yaury Victoria	2
Johnathon Egan	3	Jordan Ayers	2	Samuel Gomez	2	Joselyn Mason	2	Gyssel Ybarra	2
Taleb Jammoul Hajali	3	Taulant Bane	2	Grant Hefler	2	Jena McCulloch	2	Leonardo Zaracual	2
Kayle Mace	3	Tiffany Bertao	2	Kaitlyn Henshaw	2	Montana McDonald	2		
Felipe Machado-Santanna	3	Staci Brown	2	Hope Hice	2	Beau Minnick	2		
Conor Markins	3	Jairo Cabrera	2	Lamarcus Jackson	2	Jihad Ottallah	2		

TOTAL PINNACLE RECRUITERS: **338** TOTAL PINNACLE RECRUITS: **439**

TOP RECRUITING AGENTS** YTD

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Astrid Castrillon	8	Alexander Gomez	4	Nelson Desmond	3	Erica Lent	3	Arturo Romero	3
Adam Wheeler	8	Daryl Graham	4	Johnathon Egan	3	Kayle Mace	3	Shanna Rone	3
David Carpenter	6	Sierra Hartwig	4	Elijah Findley	3	Felipe Machado-Santanna	3	Clayton Slaughter	3
Genesis Castillo	6	Aldo Ramirez Marinelli	4	Johnny Fuller	3	Ryan Martin	3	Luis Soriano	3
Sergio Carta	5	Leonard Westfall	4	Michael Giachetti	3	Jose Matos	3	Kemar Thompson	3
David Croom	5	Luis Barbaresco Garcia	3	Jenna Grula	3	Joseph McCallister	3	Alexander Valenzuela	3
Conor Markins	5	Brady Basinger	3	Kaitlyn Henshaw	3	Beau Minnick	3	Cristian Yanez Ojeda	3
Connor O'Donnell	5	Fernando Coiran	3	Lamarcus Jackson	3	Keshaun Pierce	3		
Mavrick Fredericks	4	Rosa Colmenares Borrego	3	Taleb Jammoul Hajali	3	Joshua Reyes	3		

TOTAL PINNACLE RECRUITERS: **604** TOTAL PINNACLE RECRUITS: **815**



Adam Wheeler
Satti-Kanaan
12 Recruits
GOLD



Kevin Gillum
AO
6 Recruits
SILVER



Aldo Ramirez Marinelli
Beto Quintero
6 Recruits
SILVER



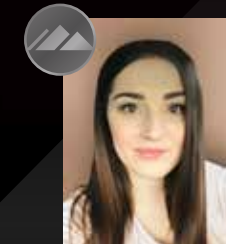
Brent Bowling
S-S-Parks-Salvaggi
5 Recruits
SILVER



Sergio Carta
Beto Quintero
5 Recruits
SILVER



Matthew Conrad
S-S-Parks-Salvaggi
5 Recruits
SILVER



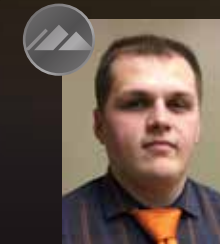
Angelique Dahl
AO
5 Recruits
SILVER



Nelson Desmond
Philip Prata
5 Recruits
SILVER



Jose Matos
Giglione-Ackerman
5 Recruits
SILVER



Joseph McCallister
Simon Arias
5 Recruits
SILVER



Marcus Pettigrew
Henderson-Locker
5 Recruits
SILVER



Tyler Tasa
Josh West
5 Recruits
SILVER

▼ By number of Pinnacle Recruits. Top Pinnacle Recruiting Agents listed have at least 2 Pinnacle Recruits.
● *Spotlight* will picture the top 5 Pinnacle Recruiting Agents based on number of Pinnacle Recruits. *Spotlight* may picture more or less than 5 in case of a tie.
■ The number of YTD Pinnacle Recruits listed for *Spotlight* recognition may be different than the number of YTD Personal Recruits reported for Globe Life Achievement Award eligibility due to the counts being calculated differently.

*By number of eligible Pinnacle Recruits. Club members pictured have at least 5 eligible Recruits. A Pinnacle Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$2,000 Net ALP.

6-MONTH CONTEST

CONTEST PERIOD: October 1, 2021 – March 31, 2022 • TRIP DATES: August 21 – 28, 2022

State General Agents as of 3/25/22

Category	Rank	Name	Category	Contest-to-date Production	Contest-to-date % of Baseline Prod	Contest-to-date % of New Assoc Obj
1	#1	Dustin Venekamp	1	\$4,341,403	155.4%	56.0%
	#2	Simon Arias	1	\$10,256,081	130.9%	134.9%
	#3	AO	1	\$33,215,678	126.3%	112.3%
2	#1	Brett Gryska	2	\$3,326,616	113.0%	112.3%
	#2	Sabrina Lloyd	2	\$4,010,866	103.3%	69.5%
	#3	Michael Vasu	2	\$2,136,658	96.3%	87.7%
3-4	#1	Satti-Kanaan	3	\$2,091,971	126.6%	71.7%
	#2	Tom Williams	3	\$1,875,436	123.1%	50.3%
	#3	Cindy Furer	4	\$1,300,962	121.6%	59.5%
5-12	#1	Adel Al Choufi Naim	12	\$254,892	288.8%	36.7%
	#2	Albert Serur	9	\$1,465,401	216.3%	70.9%
	#3	Oldham-Moore	7	\$684,676	163.9%	32.9%
	#4	Michael Ezeafulukwe	12	\$132,243	158.1%	13.3%
	#5	Robert Hughes	12	\$23,466	147.7%	54.8%
	#6	Tommy Vena	10	\$1,268,443	141.1%	51.9%
	#7	Kanaan-Hamilton	12	\$118,442	132.9%	105.9%
	#8	Tiffany Wagner	7	\$823,154	131.9%	72.0%
	#9	Slav Bitman	6	\$1,151,125	130.1%	78.9%
	#10	Kevin Holtz	8	\$945,844	128.0%	135.0%

Regional General Agents as of Feb EOM

Category	Rank	Name	Category SGA	Contest-to-date Production	Contest-to-date % of Baseline Prod
1	#1	Mark Neilson	1 AO	\$2,729,783	122%
	#2	Robert Janev	1 Sabrina Lloyd	\$2,688,642	102%
	#3	Corey Helly	1 Giglione-Ackerman	\$1,586,535	95%
All	#1	Eno Iftiu	AO	\$1,491,344	597%
	#2	Arif Hajro	AO	\$1,259,400	504%
	#3	Melinda-Rae Lyse	AO	\$631,527	253%
	#4	Darrell Asbell	AO	\$528,822	212%
	#5	Astrid Castrillon	Hemerson Gonzalez	\$515,341	202%
	#6	Jessica Chang	AO	\$683,326	197%
	#7	Mario Hajro	AO	\$3,803,511	174%
	#8	Bobby Hamilton	AO	\$845,667	159%
	#9	Joseph Tomanovich	AO	\$1,040,121	158%
	#10	Carlo Buhay	AO	\$424,403	156%

Master General Agents as of Feb EOM

Category	Rank	Name	Category SGA	Contest-to-date Production	Contest-to-date % of Baseline Prod
1	#1	Mark Neilson	1 AO	\$643,297	198%
	#2	Zach Otto	1 Sabrina Lloyd	\$1,119,662	114%
	#3	Bobby Gujral	1 AO	\$646,134	93%
All	#1	Yania Tineo Soto	Richardson Latino Division	\$837,895	335%
	#2	Britton Costa	Simon Arias	\$571,206	228%
	#3	Mark Neilson	AO	\$643,297	198%
	#4	Jessica Chang	AO	\$512,835	162%
	#5	Chris La Fond	AO	\$708,039	158%
	#6	Steven King	Zachary Hart	\$378,918	151%
	#7	Nafic Djendji Abdel Khalek	Jesus Romero	\$579,970	150%
	#8	Joseph Tomanovich	AO	\$653,701	149%
	#9	Jonathan Rindt	Simon Arias	\$397,603	145%
	#10	Arif Hajro	AO	\$1,300,825	143%

General Agents as of 3/25/22

Rank	Name	SGA	Contest-to-date Production
#1	Jose Aranguren	Richardson Latino Division	\$1,148,055
#2	Luis Barbaresco Garcia	Richardson Latino Division	\$466,617
#3	Danny Souri	Sabrina Lloyd	\$393,137
#4	Jozef Tinaj	AO	\$371,592
#5	Kimbria Bracey	Ernest Powell	\$326,912

Supervising Agents as of 3/25/22

Rank	Name	SGA	Contest-to-date Production
#1	Sean Taylor	Henderson-Locker	\$395,056
#2	Nikolla Lulgjuraj	AO	\$198,459
#3	Carlos Frias Caraballo	Richardson Latino Division	\$193,351
#4	Johan Tabares Gordillo	Richardson Latino Division	\$192,164
#5	Frederik Diaz Mata	Richardson Latino Division	\$147,875

Veteran Producers as of 3/25/22

Rank	Name	SGA	Contest-to-date Production
#1	Daniel Paravisini	AO	\$832,572
#2	Oleg Novitchii	S-S-Parks-Salvaggi	\$638,081
#3	Joshua Dishong	S-S-Bendure-Hartwig	\$596,847
#4	Duni Olusegun	Phillip Waisman	\$590,065
#5	Carmen Arroyo	Theodore Pappas	\$542,609
#6	Trevor Bailey	Satti-Kanaan	\$464,616
#7	Roger Fung	Mathew Hart	\$374,217
#8	Jillian Getz	AO	\$354,070
#9	Arturo Romero	S-S-Parks-Salvaggi	\$343,959
#10	Lily Sakai	Cohen-Velasquez	\$342,105
#11	Todd Krupa	AO	\$337,206
#12	Dina Boghdady	AO	\$325,315
#13	Aref Sayegh	Satti-Kanaan	\$323,914
#14	Michael van Delft	Satti-Kanaan	\$300,908
#15	Klaudio Martinaj	AO	\$289,120
#16	Roger Fredericks	AO	\$284,830
#17	Joseph Tomanovich	AO	\$283,988
#18	Alon Barnur	AO	\$267,404
#19	Alipate Makau	Steve Friedlander	\$265,448
#20	Joseph Sarasin	S-S-Bendure-Hartwig	\$251,735
#21	Kevin Ishikane	AO	\$240,391
#22	Ashley Rust	AO	\$234,343
#23	Joey Kennedy	AO	\$232,952
#24	Christian Gojcaj	AO	\$232,122
#25	Kristi Basho	AO	\$224,106

Rookie Producers as of 3/25/22

Rank	Name	SGA	Contest-to-date Production
#1	Marshall Fernandez	AO	\$624,768
#2	Firat Ucar	Dustin Venekamp	\$579,016
#3	Carrington Hanna	AO	\$456,307
#4	Damaris Trejo	Sabrina Lloyd	\$414,388
#5	Ashley Mysza	Tommy Vena	\$352,520
#6	Josh Spence	AO	\$350,470
#7	Ervin Metaj	Dustin Venekamp	\$347,976
#8	Connor O'Donnell	S-S-Parks-Salvaggi	\$335,179
#9	Christina Salvatore	AO	\$334,210
#10	Nikolla Lulgjuraj	AO	\$316,463
#11	Abraham Mogilevsky	Jamison Weatherspoon	\$299,263
#12	Ladan Rahbary	AO	\$281,763
#13	Alex Jankowski	Simon Arias	\$246,002
#14	Ahmad Aqel	Dustin Venekamp	\$239,821
#15	Salaur Khorrami	AO	\$226,996
#16	Joshua Elkins	S-S-Bendure-Hartwig	\$224,619
#17	Rebecca Amundson	Simon Arias	\$222,333
#18	Kimbria Bracey	Ernest Powell	\$216,785
#19	Nancy Djendji	Jesus Romero	\$210,745
#20	Mathew Kahwaji	AO	\$210,345
#21	Dillon Zartman	S-S-Bendure-Hartwig	\$209,158
#22	Spencer Kozej	Simon Arias	\$203,765
#23	Kevin Musai	AO	\$198,601
#24	Bruno Nuro	Dustin Venekamp	\$196,643
#25	Erald Tomorri	AO	\$196,062

VPs as of 3/25/22

Rank	Name	Contest-to-date Production	Contest-to-date % of Baseline Prod	Contest-to-date % of New Assoc Obj
#1	Rob Gray	\$9,016,930	111.5%	52.8%
#2	Scott Dehning	\$9,684,988	104.2%	70.3%

Directors as of 3/25/22

Rank	Name	Contest-to-date Production	Contest-to-date % of Baseline Prod	Contest-to-date % of New Assoc Obj
#1	David Guzman	\$3,733,845	137.1%	43.62%
#2	Rudi Camenzind	\$2,895,735	111.5%	51.17%
#3	Diego Arango	\$1,824,879	110.6%	50.31%
#4	John Ophals	\$4,319,881	107.0%	78.45%
#5	Natalie Linker	\$4,909,857	103.6%	70.38%

Public Relations as of Feb EOM

TOP 5 PR REPRESENTATIVES

Rank	Name	Contest-to-date % of Obj	Contest-to-date % of ORI
#1	Casanda Robinson	225.67%	36.91%
#2	Anna Rohrer	201.55%	31.87%
#3	Al Wall	167.77%	47.30%
#4	Kelly Walker	135.25%	41.00%
#5	Patrena Smith	130.78%	23.43%

PR REPRESENTATIVES WITH 100% OBJ

#1	Ryan Gregoli	222.97%
#2	Cindy Kunce	188.92%
#3	Kathy Pappas	186.80%
#4	Steve Orcheron	156.21%
#5	Chas Robinson	151.81%
#6	Noel Robbins	143.66%
#7	Mark Flemm	131.02%
#8	Michael Palermo	129.70%
#9	Laurie Gruber	126.18%
#10	Brenda Wadey	125.66%
#11	Tim O'Connor	125.51%
#12	Victoria Snowden	120.26%
#13	Rona Pileggi Spano	119.54%
#14	Krissa Hensley	118.15%
#15	Jessica Christersson	116.24%
#16	Maria Siero	107.29%
#17	Amanda Cross	105.21%
#18	Pat Duray	104.25%
#19	Irene Ruryz	102.96%
#20	Lisa West	100.23%

TOP PR MANAGERS

Rank	Name	Contest-to-date % of Obj	Contest-to-date % of Growth
#1	Judy Spade	102.40%	60.47%

The contest period is business or cards received and processed by Home Office between October 1, 2021 and March 31, 2022.

For complete qualifications, rules, and how drawing entries are accrued, refer to the ARC:
ARC.AILife.com/default.aspx & ARC.NILife.com/default.aspx



2ND CHANCE CONVENTION CONTEST



★ FEBRUARY STANDINGS ★

Rookie Producers

Rank	Net ALP	SGA
1	Yoel Chacin Gonzalez	\$84,990 Jesus Romero
2	Remington Bloch	\$82,323 Henderson-Locker
3	Brandon Bennett	\$59,398 Simon Arias
4	Shiva Latify	\$55,672 AO
5	Colby Fox	\$55,295 Henderson-Locker
6	Dairon Arbona Fonseca	\$48,269 Adel Al Choufi Naim
7	Sonia Steele	\$47,433 Andre McCallum
8	Nathan Labranche	\$37,096 AO
9	Rosa Colmenares Borrego	\$36,013 Jesus Romero
10	Rachael Frankino	\$35,555 AO
11	Courtney Weseman	\$35,253 Desi Dimitrova
12	Mariana Chirinos De Rojas	\$33,087 Richardson Latino Division
13	Marianne Renauld Lopez	\$32,783 Richardson Latino Division
14	Bradley Blumenshine	\$32,589 SS-Parks-Salvaggi
15	Sallie Grayson	\$32,354 Ernest Powell
16	Michael Francoeur	\$32,105 Laura Fisher
17	Pedro Enrique Colls	\$31,737 Richardson Latino Division
18	Hernan Moreno	\$30,926 Richardson Latino Division
19	Hannia Zarate Torres	\$30,909 Sabrina Lloyd
20	Melody Han	\$30,180 Theo Pappas

Veteran Producers

Rank	Net ALP	SGA
1	Samuel Marzula	\$75,037 Simon Arias
2	Dianka Blash	\$61,970 AO
3	Kimbria Bracey	\$55,381 Ernest Powell
4	Aaron Ebel	\$54,038 AO
5	Kristi Vang	\$43,703 Cohen-Velasquez
6	Nella Lejeune	\$42,694 AO
7	Mike Sukhbaatar	\$41,357 Ernest Powell
8	Joel Nunez	\$40,450 Simon Arias
9	Jose Cuellar	\$34,443 Cindy Furer
10	Samuel Benton	\$32,742 Dustin Venekamp
11	James Hodges	\$32,452 AO
12	Tiffiney Harmouche	\$28,934 SS-Parks-Salvaggi
13	Meagan Payne	\$26,355 John Young
14	Andrea Schmitt	\$26,215 AO
15	Esmeralda Cruz	\$26,096 Andrew McQuade
16	Razan Zarba	\$26,090 Mat Hart
17	Srinivas Yerraganti	\$25,953 Giglione-Ackerman
18	Tanner Duy	\$25,754 AO
19	Christopher Edinger	\$25,727 SS-Parks-Salvaggi
20	Sharif Grays	\$24,700 Cindy Furer

MGA

Category	Growth	SGA
III	Steven King	2.5% Darcy Schrieber
V	Jeremiah Russin	46.5% Simon Arias
IX	Tami Chaimov	179.5% Jamison Weatherspoon
X	Slavita Hut	41.7% John Young
XI	Michael Botond	12.5% AO
XII	Doron Freud	56.7% Giglione-Ackerman
XIV	Magda Figueiredo	42.8% Giglione-Ackerman
XVII	Walter Icaza	95.9% Beto Quintero
Rookie	Yania Tineo Soto	1516.3% Richardson Latino Division

RGAs

Category	Growth	SGA
III	Ashley Clarke	15.3% Ernest Powell
V	Bobby Hamilton	24.9% AO
VII	Jake Yagjian	23.6% Albert Serur
IX	Slavita Hut	32.6% John Young
X	Victoria Lewis	163.6% Ernest Powell
XIII	Brandon Schwed	141.7% Kevin Holtz
XVI	Raymond Risucci	223.9% Moore-DeFurio



ENTERTAINMENT will be multi GRAMMY® Award-nominated singer, songwriter, producer, and remixer **DJ KASKADE.** Kaskade's twist on electronic dance music will have us up on our feet for our 2022 Las Vegas Convention.



*Min. 74% RTN or 80% NTG requirements apply.

**NZ agents and managers are not eligible.

***Business written to qualify for a winning spot in the 2022 Convention Second Chance Contest will also go toward 2023 Convention qualification requirements.

DISCLAIMER: Qualifying for Convention entitles one to attend only if he or she is an active American Incomer or National Incomer at the time Convention is held. Qualifiers are not eligible for monetary compensation in lieu of the trip. No substitutions or transfers are permitted.

Make Tomorrow Better

UPDATE



Executive Council Helps Rural Jamaican School

The AIL-NILICO Executive Council Spring meeting was held March 22-25 in Montego Bay, Jamaica. They partnered with Jamaica YES, a US-based organization that helps support underserved Jamaican schools as part of our Make Tomorrow Better giving initiative. The group raised an amazing \$22,200 to benefit Jubilee Town Primary, a rural school that asked for help to purchase a new stove to prepare food for their breakfast program. Additional funds will help the school buy tablets and a Smart TV to stream programming from the country's Ministry of Education.

FEBRUARY RESULTS

KEEP THE FIRE STOKED!

Sales

- **\$20,469,414** Net ALP
- **4.16%** YTD Growth

Recruiting

- **1,553** new associates
- Agent count — **9,607**

Quality/Reinstatements

- Total of **3,813** policies conserved
 - **3,091** reinstatements
 - **722** reopens
- Persistency: **83.71%**
- 4-month retention: **80.09%**
- Net-to-gross: **86%**

Public Relations

- **74,848** leads generated — 35% increase over February 2021
- **300** groups signed — 54% increase over February 2021
- **643,799** members signed
 - 54% increase over February 2021
 - most Members Signed in one month since February 2020
- **71** ORI groups signed
 - 129% increase over February 2021
 - most ORI Groups Signed in one month since October 2018
- **18,323** ORI leads received
 - 144% increase over February 2021
 - most ORI Leads Received in one month since December 2019

ALL IN

MAKING A DIFFERENCE



Renee Jeffries
Division Vice President

One of my favorite leadership development exercises, when I am on a Zoom call or in an agency, is to get in front of our leaders and ask a couple of questions. The first question I ask them is, "Why did you decide to become an agency builder or leader?" I can almost always count on the following responses being given:

1. To make a positive difference in other's lives
2. To not have to rely only on my personal production
3. To show other people how to be successful

These "go-to" responses are not always in that order, but I can almost always count on hearing those responses. What I find interesting though, is that I cannot remember a time when the first response to the question was "to make more money." It has literally never once been the answer to the question, regardless of what agency or group of leaders I was in front of. But why is that? Isn't making more money a huge benefit of getting into leadership? Of course, it is but it's by no means the most important thing. Instead, being in a leadership role is about believing in what we do, giving back, and leaving our mark.

Believe in What We Do

Millions of people wake up every day dreading what they do and having to go to work. Thank God, this is not us. It's virtually impossible to have the desire to make a difference in someone's life if one dreads what they do for a living. The capacity to positively influence others can only be achieved when we are passionate about our belief in what we do and why we do it.

Giving Back

One of the most incredible realities in this business is this: no money is earned or paid to any of us until and unless we help someone. Think about that. From a brand new agent virtually selling a policy to a client via Zoom, to an experienced leader training and motivating any level of the agency, not one single one of us are getting paid until a family has been protected and/or an agent has found their way. I am not sure there is a nobler business model out there.

Leaving Our Mark

Each one of us is going to leave a mark or imprint on this planet in some way. Some will be enormous, others perhaps smaller in proportion, but none insignificant or without meaning to those left behind. We all want to make a difference. But the real question is, how much of a difference do you want to make?

What are you doing today to make a difference in someone's life for tomorrow? Regardless of your position, from agents to leadership, someone is looking for help and you can be the one to help them. Someone has dreams but no clue how to achieve them. But YOU can be the one to help make their dreams a reality. 🎯

AIL-NILICO
SGA of the Year 2021

NICK MOORE



Nick Moore is intensely loyal to family and friends and considers his team to be both of those. His passion for helping others and an unstoppable drive are in no small part responsible for earning him the title of AIL-NILICO's 2021 SGA of the Year.

LIFE IS BEAUTIFUL

While earning his Bachelor's degree in Business Marketing from SUNY Oswego, Nick aspired to be a daytrader on Wall Street. However, the recession of 2007-08 changed his mind; he didn't like that the daytraders he knew were bragging about how much money they were making while ordinary working people were hit hard. Nick still wanted to be in finance but in a way that would also help people.

Before graduation in 2010, Nick attended a basketball game with long-time friend Matt Ficarra and Matt's dad, who was the business manager of Plumbers & Steamfitters Local No. 267 in Syracuse. Frank suggested Nick and Matt check out his union's supplemental benefits provider for career opportunities. Nick credits Frank for "closing the deal" and Dorian Oldham and Ray Risucci for sealing it at the group meeting. He liked the idea that he could have a white-collar career while serving the people of his blue-collar roots. Nick went directly from college graduation to insurance class and the Durhon Oldham SGA Office.



Nick Moore, Matt Ficarra, and Frank Ficarra

Nick says that each year your 'why' must evolve, and he defines his career by his own series of whys. "I was working so I could play," he says. "When Matt became paralyzed in 2011, a switch flipped inside me. All of a sudden I realized that I had no time to lose. I took over Matt's responsibilities as an SA, and Durhon started mentoring me one on one. Matt was my first why." Nick had more production in the second half of that year than in the whole previous year.

After being promoted to GA, "I realized when I focused on helping others, I did better myself. If I help 10 people win at their goals, I win," he says. In 2012, he moved his younger brother (now a GA on Nick's team) in with him; helping Larry was Nick's second why.

Meanwhile, MGA Nick and fiancée Bekah Raymond opened a satellite office and built their first home together. Nick's third why was moving his sister, a single mom with two kids, in with them. When Nick and Bekah built their second home, they made arrangements so his sister, niece, and nephew could stay.



Nick Moore & Bekah Raymond

THE IMPORTANCE OF HAVING PROFOUND MENTORS:

Steve Greer, Dave Zophin, and Fred Hadayia stepped in to the void when Durhon passed. There has never been a time when those guys haven't helped me when I needed it.

In 2019, Durhon was diagnosed with cancer; he passed away later that year. "I wanted to live up to his legacy. It makes me pop out of bed every single day." Nick shares a partnership with Dorian Oldham and says his why for 2022 is delivering a category win in Durhon's honor. "I want to fill up one of those trophy cups with Shiner Bock and deliver it to Durhon's grave. And it'll stay there!"

Nick says it's important to have something to aim for that's bigger than yourself. "My vision bucket has to always be big enough so everybody else's vision buckets fit inside. The ultimate goal is 50 partners in 50 states. Because of the ability to work virtually, we now have submitting agents in 27 states." Ultimately, he says, "The goal in life is 'happy.' Money doesn't make me happy. Happy people make me happy. When you work with passionate people who love what they do, life is beautiful."

Indeed it is.

Please join us in congratulating Nick and his team. 🎉

"We all admire Nick Moore's meteoric success. Nick and his team are one of the most innovative in AIL-NILICO. What makes Nick outstanding is his willingness to share his innovations and success with all of AIL."

- RICK ALTIG, ROB HAY, AND JAMES HILL, SGAs

"Congrats! Love seeing the growth you have had so far and the heart you have for your team and our company! You are a dynamic leader and I know this is just one of many for you and your team!"

- STEVE SURACE, IMPACT DIRECTOR

"It was fun watching you rise through the ranks from being a top producer to a top leader. What you've been able to accomplish in such a short time is no surprise given your enthusiasm and belief in American Income, your team, and yourself, but it is no less extraordinary. Nick, congratulations to you and to your team for being named SGA of the Year!"

- MIKE VASU, SGA

"Proud of you Nick! I truly admire your work ethic, tenacity, and your unwavering pursuit of excellence in all facets of our business. You have achieved AIL's most prestigious honor bestowed in a given year. Congrats and kudos to you and your amazing team of leaders."

- JIM SURACE, SGA

"I saw Nick go from a hungry kid to a grown man, to now SGA of the Year. Not surprised at all. Nick provided world class leadership during one of the most challenging times in human history. Congratulations Nick; proud to call you my friend."

- ERIC GIGLIONE, SGA

"I would just like to send out my most heartfelt congratulations to you, Nick! Great job and so proud of you! You have always exhibited heart and true passion for helping our members and your people and now that has all been translated to tremendous success! You have worked hard and you deserve it! Again congratulations!"

- ELIAS BOLES, RGA (BRETT GRYSKA SGA OFFICE)

"Congratulations Nick! Seeing how far you've come since the first day of training when we ran out of gas in the Lincoln to SGA of the Year is unreal! Time flies. Couldn't be more proud of you! Keep up the good work. Love ya and cheers to the future!"

- MATT FICARRA, GA (OLDHAM-MOORE SGA OFFICE)

"Mr. Rapoport had a favorite quote: "Spirit moves and intelligence manicures." You can't move with intelligence unless you have spirit to precede it. Nick, you have the intelligence and the spirit that few have. You really know how to lead and are one of the best salespeople I have ever been associated with. One AIL tenet you exemplify is knowing where you are and where you are going. I love talking to you about where you started and where you see yourself in the future. Congrats and never stop dreaming big!"

- MARC ZIPPER

"Nick The Moore, you are a true conqueror. Congratulations on achieving such a prestigious title in a very short time. Where to next? The stars for you, I am sure of that!"

- DOMENICO BERTINI, EXECUTIVE VICE PRESIDENT

"Nick, it's been a pleasure to watch you grow personally and professionally from top RGA with the Oldham agency to SGA, to executive Council member and now SGA of the Year! I know you're going to continue to grow and develop future leaders. The best is out in front of you! Congratulations!"

- FRED HADAYIA, VICE PRESIDENT OF FIELD OPERATIONS

"It has been a pleasure working beside you during your last three years as an SGA. From the continued exponential growth, to the amazing leaders you have developed, you and your team are continually committed to excellence in the services you provide to your clients, and the dreams you help your teammates realize. You have come so far from when I first walked into your office and we were writing 30k a week. Congratulation on your best achievement yet!"

- NATALIE LINKER, REGIONAL SALES DIRECTOR

VIBRA LATINA

Competir y GANAR

ADAPTARNOS A LA NUEVA generación en nuestra industria es algo primordial lo cual nos facilita operar en el mundo de las ventas de seguros de vida y el manejo de equipos de ventas con American Income Life y National Income Life.

Primero que todo debemos adaptarnos al funcionamiento mutuo con sistemas de inteligencia artificial lo cual nos ayuda desarrollarnos en una sociedad con la cual debemos competir y ganar su atención.

Nuestra competencia no son otras compañías de seguros de vida ni productos similares sino las distracciones tales como plataformas de entretenimiento como Netflix y el tiempo que algunas personas dedican a las redes sociales. Nuestra adaptación a estos escenarios y la habilidad de concluir ventas es un don que poseemos. En caso de que usted no haya hecho la transición virtual, tenga en mente las infinitas posibilidades que le ofrece el mundo virtual.

En otro plano tenemos el manejo y liderazgo que implementamos con nuestros equipos de ventas. Somos mentores, líderes y gerentes que buscamos el bienestar de nuestros agentes. Pero cumplir estos objetivos a través de un mundo virtual puede ser un poco desafiante. Mi padre, que en paz descansa, solía decir: "mijo hay que buscarle la comba al palo". Esto es exactamente lo que debemos implementar en nuestras rutinas diarias para el manejo de nuestro personal. Busquemos

camino para manejar agentes en todo rincón del mundo, agentes que pueden contribuir al crecimiento de la compañía sin importar donde están localizados o la zona del país. Zoom y otras plataformas nos han abierto esta oportunidad de vender y manejar agentes en cualquier momento y cualquier sitio. Establecer horarios y explicar detenidamente nuestra forma de trabajar hace todo mucho más simple.

¡Vamos mi gente! Continuemos ajustándonos al mundo virtual y saquemos cada gota de jugo a lo que nos ofrece el mundo de las ventas de seguros de vida. Utilicemos la tecnología para nuestro propio beneficio y el bienestar de nuestros equipos de ventas. Vibra Latina sigue presente y las divisiones latinas con AIL y NILICO se fortalecen más cada día con usted al ser un agente y un líder más profesional. 📞

Diego Arango
Director de Ventas /
Sales Director



Compete and WIN

ADAPTING TO THE NEW generation in our industry is paramount, making it easier for us to operate in the world of life insurance sales and managing sales teams with American Income Life & National Income Life.

First of all, we must adapt to co-existing with artificial intelligence systems, with which we must compete to win people's attention. Our competition is not other life insurance companies or similar products, but distractions such as entertainment platforms like Netflix and social media. Our adaptation to these scenarios and the ability to close sales is a gift that we possess. If you have not made the virtual transition, keep in mind the infinite possibilities that the virtual world offers you.

From another perspective, we have management and leadership to support and guide our sales teams. We are mentors, leaders, and managers who seek to enhance the well-being of our agents. But meeting these goals through a virtual world can be challenging. My father, may he rest in peace, used to say: "Mijo, you have to find the way around always." This is exactly what we must do each day when leading our staff. We must find for ways to manage agents in every corner of the world, agents that can contribute to the growth of the company regardless of where they are located. Zoom and other platforms have opened up this opportunity

for us to sell and manage agents anytime, anywhere. Establishing schedules and carefully explaining our way of working make everything much simpler.

Let's continue to adjust to the virtual world and get every benefit the world of life insurance sales has to offer. Let's use technology to our benefit and the well-being of our sales teams. Vibra Latina is still present and the Latin divisions with AIL & NILICO get stronger every day as you become a more professional agent and leader. 📞



VETERAN PRODUCER



1
YELITZA DOMINGUEZ
HOUSTON, TX

SA



1
JAIRO CABRERA ROJAS
RICHARDSON, TX

VETERAN MGA



1
WALTER ICAZA
MIAMI, FL

ROOKIE PRODUCER



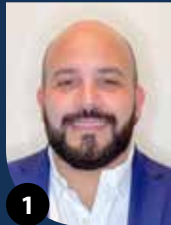
1
YOEL CHACIN GONZALEZ
HOUSTON, TX

GA



1
LUIS BARBARESCO GARCIA
RICHARDSON, TX

ROOKIE MGA



1
EDGAR VELASQUEZ ROMERO
RICHARDSON, TX

RGA



1
ASTRID CASTRILLON
DALLAS, TX

TOP LATINO MARKET VETERAN INDIVIDUAL PRODUCERS: FEBRUARY

Rank	Net ALP	NTG	RET	MGA	SGA
1	Yelitza Dominguez	\$27,609	87.9	Nafic Djendji Abdel Khalek	Jesus Romero
2	Nancy Djendji	\$22,062	91.6	Nafic Djendji Abdel Khalek	Jesus Romero
3	Hernan Rodriguez Becerra	\$13,881	83.2	Maria Elisa Moros Ojeda	Jesus Romero
4	Omaira Garces Ramonez	\$9,825	87.8	Maria Bonilla Borrego	Beto Quintero
5	Rafael Osio Rangel	\$9,245	100.0	Taleb Jammoul Hajali	Beto Quintero

TOP LATINO MARKET ROOKIE INDIVIDUAL PRODUCERS: FEBRUARY

Rank	Net ALP	NTG	RET	MGA	SGA
1	Yoel Chacin Gonzalez	\$42,668	100	Nafic Djendji Abdel Khalek	Jesus Romero
2	Hilsy Perez	\$30,812	100	Nafic Djendji Abdel Khalek	Jesus Romero
3	Epifania Segovia Barreto	\$22,260	91.2	Jean Romero Capote	Jesus Romero
4	Jennifer Terife	\$21,600	100	Alejandra Ramos	Hemerson Gonzalez
5	Darkis Perez Padron	\$18,017	91	Alejandra Ramos	Hemerson Gonzalez

TOP LATINO MARKET SUPERVISING AGENTS: FEBRUARY

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Jairo Cabrera Rojas	\$63,765	\$67,830	100	Jose Aranguren	Richardson Latino Division
2	Nancy Djendji	\$42,608	\$95,483	98	Nafic Djendji Abdel Khalek	Jesus Romero
3	Pedro Colls Nunez	\$18,850	\$22,831	100	Edgar Velasquez Romero	Richardson Latino Division
4	Fernando Molina	\$18,189	\$27,584	94	Glorieth Liscano Gamero	Fort Worth Latino Division
5	Gustavo Cardenas Gonzalez	\$17,726	\$21,652	100	Jose Aranguren	Richardson Latino Division

TOP LATINO MARKET GENERAL AGENTS: FEBRUARY

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Luis Barbaresco Garcia	\$189,522	\$187,875	100	Jose Aranguren	Richardson Latino Division
2	Charlie Bermudez	\$78,379	\$77,630	95	Alejandra Ramos	Hemerson Gonzalez
3	Carlos Frias Caraballo	\$67,284	\$69,877	94	Jose Aranguren	Richardson Latino Division
4	Frederik Diaz Mata	\$60,715	\$61,738	100		Richardson Latino Division
5	Francisco Morell	\$51,522	\$51,522	100	Edgar Velasquez Romero	Richardson Latino Division

TOP LATINO MARKET VETERAN MASTER GENERAL AGENTS: FEBRUARY

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Walter Icaza	150.3%	\$91,566	\$36,584	75.3	Beto Quintero
2	Sergio Carta	134.6%	\$75,649	\$32,250	87.1	Beto Quintero
3	Daniel Pacheco	76.2%	\$85,397	\$48,453	86.0	Beto Quintero

TOP LATINO MARKET ROOKIE MASTER GENERAL AGENTS: FEBRUARY

Rank	PF %	1st 6 Mo Agt	Bench	NTG	RET	SGA
1	Edgar Velasquez Romero	540.9%	\$174,448	\$32,250	100	Richardson Latino Division
2	Nafic Djendji Abdel Khalek	229.5%	\$74,024	\$32,250	81.8	Jesus Romero
3	Alejandra Ramos	223.7%	\$72,134	\$32,250	90	Hemerson Gonzalez

TOP LATINO MARKET REGIONAL GENERAL AGENTS: FEBRUARY

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Astrid Castrillon	90.9%	\$228,670	\$119,775	74.3	Hemerson Gonzalez
2	Daniel Pacheco	63.1%	\$79,049	\$48,453	86.0	Beto Quintero
3	Sergio Carta	62.3%	\$146,281	\$90,128	85.5	Beto Quintero

TOP LATINO MARKET VETERAN INDIVIDUAL PRODUCERS: YTD

Rank	Net ALP	NTG	RET	MGA	SGA
1	Nancy Djendji	\$51,139	91.6	Nafic Djendji Abdel Khalek	Jesus Romero
2	Yelitza Dominguez	\$46,783	87.9	Nafic Djendji Abdel Khalek	Jesus Romero
3	Hernan Rodriguez Becerra	\$28,150	83.2	Maria Elisa Moros Ojeda	Jesus Romero
4	Ruben Gomez	\$22,953	77.1	Maria Elisa Moros Ojeda	Jesus Romero
5	Karem Cogollo	\$18,666	83.4	Adalberto Paz	San Antonio Latino Division

TOP LATINO MARKET ROOKIE INDIVIDUAL PRODUCERS: YTD

Rank	Net ALP	NTG	RET	MGA	SGA
1	Yoel Chacin Gonzalez	\$84,990	100	Nafic Djendji Abdel Khalek	Jesus Romero
2	Epifania Segovia Barreto	\$41,132	91.2	Jean Romero Capote	Jesus Romero
3	Rosa Colmenares Borrego	\$36,013	100	Nafic Djendji Abdel Khalek	Jesus Romero
4	Mariana Chrinios De Rojas	\$33,087	100		Richardson Latino Division
5	Marianne Renauld Lopez	\$32,784	100	Edgar Velasquez Romero	Richardson Latino Division

TOP LATINO MARKET SUPERVISING AGENTS: YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Jairo Cabrera Rojas	\$109,689	\$116,508	100	Jose Aranguren	Richardson Latino Division
2	Nancy Djendji	\$79,338	\$163,877	98	Nafic Djendji Abdel Khalek	Jesus Romero
3	Gustavo Cardenas Gonzalez	\$43,539	\$55,237	100	Jose Aranguren	Richardson Latino Division
4	Carlos Camacho Medina	\$27,404	\$40,751	96	Luis Velasquez	Jesus Romero
5	Fernando Coiran	\$23,166	\$25,759	83	Maria Elisa Moros Ojeda	Jesus Romero

TOP LATINO MARKET GENERAL AGENTS: YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Luis Barbaresco Garcia	\$363,692	\$368,346	100	Jose Aranguren	Richardson Latino Division
2	Frederik Diaz Mata	\$127,866	\$141,592	100		Richardson Latino Division
3	Charlie Bermudez	\$120,519	\$124,993	95	Alejandra Ramos	Hemerson Gonzalez
4	Francisco Morell	\$112,581	\$115,587	100	Edgar Velasquez Romero	Richardson Latino Division
5	Carlos Frias Caraballo	\$112,010	\$121,195	94	Jose Aranguren	Richardson Latino Division

TOP LATINO MARKET VETERAN MASTER GENERAL AGENTS: YTD

Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Walter Icaza	122.3%	\$143,373	\$64,500	75.3	Beto Quintero
2	Sergio Carta	64.0%	\$128,018	\$78,084	87.1	Beto Quintero

TOP LATINO MARKET ROOKIE MASTER GENERAL AGENTS: YTD

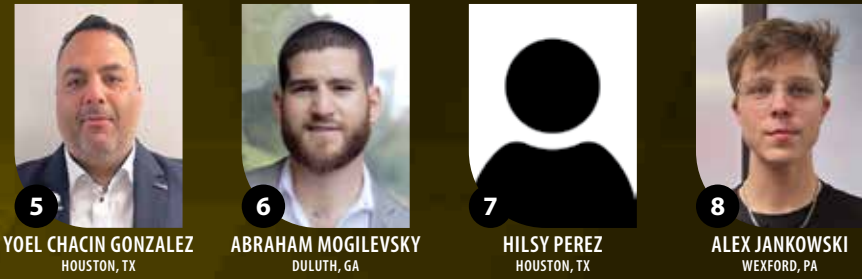
Rank	PF %	1st 6 Mo Agt	Bench	NTG	RET	SGA
1	Edgar Velasquez Romero	507.3%	\$327,183	\$64,500	100	Richardson Latino Division
2	Nafic Djendji Abdel Khalek	214.4%	\$138,267	\$64,500	81.8	Jesus Romero
3	Jose Aranguren	204.5%	\$131,897	\$64,500	97	Richardson Latino Division

TOP LATINO MARKET REGIONAL GENERAL AGENTS: YTD

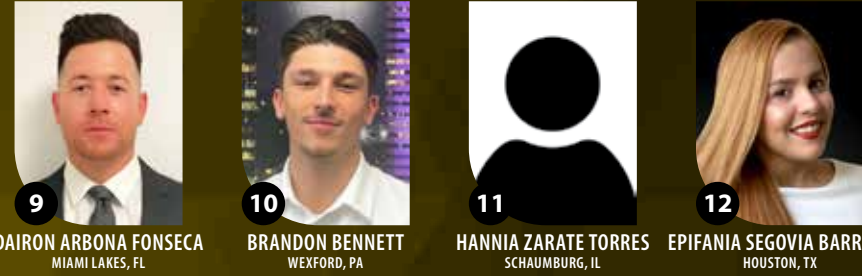
Rank	Growth %	Net ALP	Bench	NTG	RET	SGA
1	Sergio Carta	24.6%	\$290,705	\$233,374	85.5	Beto Quintero
2	Daniel Pacheco	11.2%	\$144,193	\$129,666	86.0	Beto Quintero
3	Astrid Castrillon	10.8%	\$369,343	\$333,347	74.3	Hemerson Gonzalez



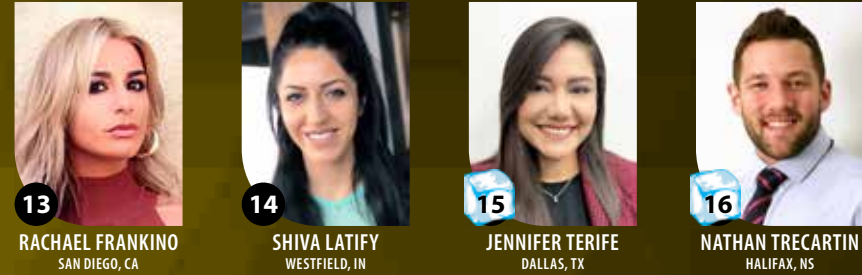
1 REMINGTON BLOCH ORLANDO, FL
2 MARSHALL FERNANDEZ RED DEER, AB
3 SPENCER STOYER ORLANDO, FL
4 SEAN DEVENS ORLANDO, FL



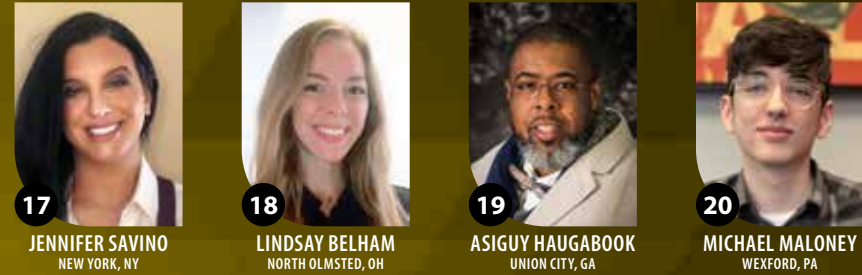
5 YOEL CHACIN GONZALEZ HOUSTON, TX
6 ABRAHAM MOGILEVSKY DULUTH, GA
7 HILSY PEREZ HOUSTON, TX
8 ALEX JANKOWSKI WEXFORD, PA



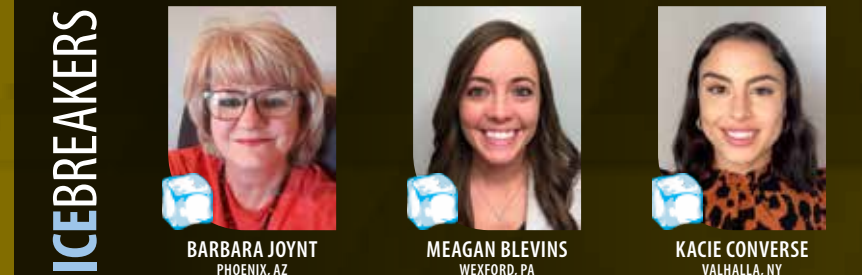
9 DAIRON ARBONA FONSECA MIAMI LAKES, FL
10 BRANDON BENNETT WEXFORD, PA
11 HANNIA ZARATE TORRES SCHAUMBURG, IL
12 EPIFANIA SEGOVIA BARRETO HOUSTON, TX



13 RACHAEL FRANKINO SAN DIEGO, CA
14 SHIVA LATIFY WESTFIELD, IN
15 JENNIFER TERIFE DALLAS, TX
16 NATHAN TRECARTIN HALIFAX, NS



17 JENNIFER SAVINO NEW YORK, NY
18 LINDSAY BELHAM NORTH OLMSTED, OH
19 ASIGUY HAUGABOOK UNION CITY, GA
20 MICHAEL MALONEY WEXFORD, PA



ICEBREAKERS
BARBARA JOYNT PHOENIX, AZ
MEAGAN BLEVINS WEXFORD, PA
KACIE CONVERSE VALHALLA, NY

FEBRUARY

Rank	Net ALP	NTG	RET	MGA	SGA
1	Remington Bloch	\$51,366	98	Moriah Chandler	Henderson-Locker
2	Marshall Fernandez	\$50,113	92.3	Alon Barnur	AO
3	Spencer Stoyer	\$47,757	100	Moriah Chandler	Henderson-Locker
4	Sean Devens	\$43,053	98	Moriah Chandler	Henderson-Locker
5	Yoel Chacin Gonzalez	\$42,668	100	Nafic Djendji Abdel Khalek	Jesus Romero
6	Abraham Mogilevsky	\$39,731	91	Tami Chaimov	Jamison Weatherspoon
7	Hilsy Perez	\$30,812	100	Nafic Djendji Abdel Khalek	Jesus Romero
8	Alex Jankowski	\$28,641	95	Jonathan Rindt	Simon Arias
9	Dairon Arbona Fonseca	\$23,731	96	Dairon Arbona Fonseca	Adel Al Choufi Naim
10	Brandon Bennett	\$23,046	96	Joseph Crivelli	Simon Arias
11	Hannia Zarate Torres	\$22,676	95	Zach Otto	Sabrina Lloyd
12	Epifania Segovia Barreto	\$22,260	91.2	Jean Romero Capote	Jesus Romero
13	Rachael Frankino	\$22,074	94	Mark Reilly	AO
14	Shiva Latify	\$21,795	97	Ashley Rust	AO
15	Jennifer Terife	\$21,600	100	Alejandra Ramos	Hemerson Gonzalez
16	Nathan Trecartin	\$21,254	100	Scott Wheeler	Satti-Kanaan
17	Jennifer Savino	\$20,161	74.8	Ryan Slone	Albert Serur
18	Lindsay Belham	\$20,132	96	Jillian Getz	AO
19	Asiguy Haugabook	\$18,664	92		AO
20	Michael Maloney	\$18,448	81.5	Jonathan Rindt	Simon Arias
21	Barbara Joynt	\$18,294	100	Kingsley Ibeh	Dustin Venekamp
22	Michael Valent	\$17,942	77.8	Evan Stewart	Simon Arias
23	David Jimenez	\$17,819	98	Glorieth Liscano Gamero	Fort Worth Latino Division
24	Alexis Palacio	\$17,609	83	Dan Ikei	AO
25	Michelle Lopez	\$17,595	96	Phi Phan	Desi Dimitrova
26	Andi Iftiu	\$17,482	86.8	Eno Iftiu	AO
27	Meagan Blevins	\$17,240	100	Jenna Gula	Simon Arias
28	Jordan Brown	\$17,173	96	Moriah Chandler	Henderson-Locker
29	Kacie Converse	\$16,689	100	Ireland Sirni	Moore-DeFurio
30	Anuar Munoz Limia	\$16,680	100	Alfredo Garcia	Beto Quintero
31	Andreina Teran Torres	\$16,431	100	Jose Aranguren	Richardson Latino Division
32	Pedro Enrique Colls	\$16,376	100	Edgar Velasquez Romero	Richardson Latino Division
33	Courtney Weseman	\$15,922	100	Priscilla Blanco	Desi Dimitrova
34	Mathew Kahwaji	\$15,917	86.4	Eno Iftiu	AO
35	Jeff Hardesty	\$15,851	94	Klaudio Martinaj	AO
36	Sasha Oakes	\$15,673	95	John Vacca	Tommy Vena
37	Kristie Wagner	\$15,673	100	Jean M. Joseph	Tom Williams
38	Rosa Colmenares Borrego	\$15,632	100	Nafic Djendji Abdel Khalek	Jesus Romero
39	Sofia Cedeno Leal	\$15,618	100	Edgar Velasquez Romero	Richardson Latino Division
40	Xiomara Torres	\$15,523	80.7	Andreina Atencio Prado	San Antonio Latino Division
41	Mariana Morales	\$15,512	84.7	Zach Otto	Sabrina Lloyd
42	Yesenia Garcia	\$15,432	98	Zach Otto	Sabrina Lloyd
43	Wilmer Guillen	\$15,235	100	Maria Elisa Moros Ojeda	Jesus Romero
44	April Taylor	\$15,203	86	Ryan McIntosh	AO
45	Edward Peterson	\$15,191	100	Thomas J Vena	Tommy Vena
46	Gustavo Andres Garcia Chirinos	\$15,103	100		Richardson Latino Division
47	Carolina Gonzalez Anziani	\$14,908	100		Richardson Latino Division
48	Andrea Bratcher	\$14,903	100	Madison Kilburn	Chad Potts
49	Marianne Renauld Lopez	\$14,876	100	Edgar Velasquez Romero	Richardson Latino Division
50	Nancy Nunez De Colls	\$14,858	100	Edgar Velasquez Romero	Richardson Latino Division

YTD

Rank	Net ALP	NTG	RET	MGA	SGA
*1	Marshall Fernandez	\$106,932	92.3	Alon Barnur	AO
*2	Abraham Mogilevsky	\$95,776	91	Tami Chaimov	Jamison Weatherspoon
*3	Yoel Chacin Gonzalez	\$84,990	100	Nafic Djendji Abdel Khalek	Jesus Romero
*4	Remington Bloch	\$82,324	98	Moriah Chandler	Henderson-Locker
*5	Kevin Musai	\$73,143	95	Eno Iftiu	AO
*6	Alex Jankowski	\$64,085	95	Jonathan Rindt	Simon Arias
*7	Brandon Bennett	\$59,399	96	Joseph Crivelli	Simon Arias
*8	Mathew Kahwaji	\$56,339	86.4	Eno Iftiu	AO
*9	Shiva Latify	\$55,672	97	Ashley Rust	AO
*10	Colby Fox	\$55,296	95	Moriah Chandler	Henderson-Locker
11	Jordan Brown	\$49,361	96	Moriah Chandler	Henderson-Locker
12	Andi Iftiu	\$49,332	86.8	Eno Iftiu	AO
13	Dairon Arbona Fonseca	\$48,270	96	Dairon Arbona Fonseca	Adel Al Choufi Naim
14	Spencer Stoyer	\$47,757	100	Moriah Chandler	Henderson-Locker
15	Sonia Steele	\$47,434	96	Morgan Tranquist	Andre McCallum
16	Sean Devens	\$43,053	98	Moriah Chandler	Henderson-Locker
17	Epifania Segovia Barreto	\$41,132	91.2	Jean Romero Capote	Jesus Romero
18	Justin Neal	\$38,364	94	Eno Iftiu	AO
19	Nathan Labranche	\$37,096	100	Mark Dushaj	AO
20	Rosa Colmenares Borrego	\$36,013	100	Nafic Djendji Abdel Khalek	Jesus Romero
21	Braydon Cameron	\$35,790	92	Joseph Crivelli	Simon Arias
22	Rachael Frankino	\$35,555	94	Mark Reilly	AO
23	Courtney Weseman	\$35,254	100	Priscilla Blanco	Desi Dimitrova
24	Dalton Cassavoy	\$35,160	94.9	Mark Dushaj	AO
25	Jennifer Savino	\$34,473	74.8	Ryan Slone	Albert Serur
26	Mariana Chirinos De Rojas	\$33,087	100		Richardson Latino Division
27	Marianne Renauld Lopez	\$32,784	100	Edgar Velasquez Romero	Richardson Latino Division
28	Mario Borino	\$32,753	88	Jonathan Rindt	Simon Arias
29	Bradley Blumenshine	\$32,590	88	Arturo Romero	S-S-Parks-Salvaggi
30	Michael Maloney	\$32,585	81.5	Jonathan Rindt	Simon Arias
31	Jose Andres Palomo Rodriguez	\$32,504	100	Edgar Velasquez Romero	Richardson Latino Division
32	Sallie Grayson	\$32,354	90	Ashley Clarke	Ernest Powell
33	Michael Francoeur	\$32,106	97	Matthew Hudlin	Laura Fisher
34	Waundryn Pete	\$32,007	89.8	Patrycja Grudzinska	Sabrina Lloyd
35	Pedro Enrique Colls	\$31,738	100	Edgar Velasquez Romero	Richardson Latino Division
36	Hernan Moreno	\$30,926	100	Jose Aranguren	Richardson Latino Division
37	Hannia Zarate Torres	\$30,909	95	Zach Otto	Sabrina Lloyd
38	Noor Musleh	\$30,866	96	Matthew Conrad	S-S-Parks-Salvaggi
39	Melody Han	\$30,181	88	Reynolds Akuamoa	Theodore Pappas
40	Cameron Labrie	\$30,176	100	Jeremiah Russin	Simon Arias
41	Francia Medina	\$30,119	100	Jose Aranguren	Richardson Latino Division
42	Indhira Lomelli	\$29,841	100	Edgar Velasquez Romero	Richardson Latino Division
43	Firat Ucar	\$29,645	88	Bledar Bane	Dustin Venekamp
44	Nancy Nunez De Colls	\$29,587	100	Edgar Velasquez Romero	Richardson Latino Division
45	Daniela Gomez	\$29,560	100	Edgar Velasquez Romero	Richardson Latino Division
46	Lindsay Belham	\$29,516	96	Jillian Getz	AO
47	Carl Weydeman	\$28,942	89	Arturo Romero	S-S-Parks-Salvaggi
48	William Heilman	\$28,864	91	Ian Zollos	S-S-Parks-Salvaggi
49	Ahmad Agel	\$28,817	84.0	Ervin Metaj	Dustin Venekamp
50	Sasha Oakes	\$28,471	95	John Vacca	Tommy Vena

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Rookie Producers list for the month, as well as the next Top 3 in this category.



1
DUNI OLUSEGUN
INDIANAPOLIS, IN



2
JOSHUA DISHONG
COLUMBUS, OH



3
OLEG NOVITCHII
CLEVELAND, OH



4
JOSHUA ELKINS
FAIRBORN, OH



5
CARMEN ARROYO
FLUSHING, NY



6
MICHAEL VAN DELFT
HALIFAX, NS



7
KRISTI VANG
LOS ANGELES, CA



8
LILY SAKAI
LOS ANGELES, CA



9
DERRICK MASON
COON RAPIDS, MN



10
SAMUEL MARZULA
WEXFORD, PA



11
RICHARD TABANJI
CLEVELAND, OH



12
SCOTT WHITFORD
WILMINGTON, DE



13
YELITZA DOMINGUEZ
HOUSTON, TX



14
BRYAN JUSKIW
COLUMBUS, OH



15
DILLON ZARTMAN
COLUMBUS, OH



16
TENNISON MATHER
LAS VEGAS, NV



17
CONSTANCE TUIELEAPAGA
ANAHEIM, CA



18
JOSHUA HOSENBOLD
ORLANDO, FL



19
JOEY KENNEDY
HENDERSONVILLE, TN



20
MAX QUASEM
LOS ANGELES, CA

FEBRUARY

Rank	Net ALP	NTG	RET	MGA	SGA
1	Duni Olusegun	\$72,900	87.2	Duni Olusegun	Phillip Waisman
2	Joshua Dishong	\$70,091	82.8	Joshua Dishong	S-S-Bendure-Hartwig
3	Oleg Novitchii	\$55,480	83.0	Eric Thompson	S-S-Parks-Salvaggi
4	Joshua Elkins	\$50,822	87.8	Travis Picklesimer	S-S-Bendure-Hartwig
5	Carmen Arroyo	\$45,636	83.8	Carmen Arroyo	Theodore Pappas
6	Michael van Delft	\$34,791	87.9		Satti-Kanaan
7	Kristi Vang	\$33,848	86.1		Cohen-Velasquez
8	Lily Sakai	\$33,636	92.6		Cohen-Velasquez
9	Derrick Mason	\$31,221	83.8	Derrick Mason	Chad Deley
10	Samuel Marzula	\$31,204	95.3	Joseph Crivelli	Simon Arias
11	Richard Tabanji	\$29,554	94.4	Sean Shephard	S-S-Parks-Salvaggi
12	Scott Whitford	\$27,916	81.8	Saury Espallat	Ryan Bisanz
13	Yelitza Dominguez	\$27,609	87.9	Nafic Djendji Abdel Khalek	Jesus Romero
14	Bryan Juskiw	\$26,284	89.4	Bryan Juskiw	S-S-Bendure-Hartwig
15	Dillon Zartman	\$25,249	79.9	Nicholas Chuma	S-S-Bendure-Hartwig
16	Tennon Mather	\$25,192	81.9	Joseph Tomanovich	AO
17	Constance Tuiteleapaga	\$24,087	78.5	Joshua Olin	AO
18	Joshua Hosenbold	\$23,955	80.2	Moriah Chandler	Henderson-Locker
19	Joey Kennedy	\$23,761	83.2	Bobby Hamilton	AO
20	Max Quasem	\$23,684	91.0		Cohen-Velasquez
21	Brooklyn Herod	\$23,033	94.0		Brian Wilson
22	Roger Fung	\$22,863	84.1		Mathew Hart
23	Joseph Sarasin	\$22,766	90.9	Travis Picklesimer	S-S-Bendure-Hartwig
24	Agnieszka Kuspier	\$22,159	93.8	Patrycja Grudzinska	Sabrina Lloyd
25	Nancy Djendji	\$22,062	91.6	Nafic Djendji Abdel Khalek	Jesus Romero
26	Ellen Tuttle	\$21,797	82.8		Brett Gryska
27	Natalia Beltran Hernandez	\$21,651	77.9	Kasali Kotun	Williams-Musso
28	Edward Leon	\$21,466	81.4	Mark Dushaj	AO
29	VaShawn Nelson	\$20,756	88.9		Mark Beckford
30	Tomarus Burks	\$20,754	77.3	Tomarus Burks	Tom Williams
31	Tachane Joseph	\$20,535	82.5	Jean M Joseph	Tom Williams
32	Jacqueline Kabluyen	\$20,268	80.9		AO
33	Blair Sheppard	\$19,994	81.6	Brandon Summerton	AO
34	Giorgi Gogidze	\$19,969	79.9	James Fangmann	Albert Serur
35	Logan Klink	\$19,778	85.9	Jason Bratin	Simon Arias
36	Viktorious Dugan	\$19,286	84.7	Mark Neilson	AO
37	Muhammed Ashraf	\$19,232	88.5	Sabrina Ashraf	Theodore Pappas
38	Brandon Neal	\$19,140	88.8	Mark Dushaj	AO
39	Kurt Evans	\$19,129	89.7	Mohamed Shogar	Josh West
40	Bryan Stoddard	\$19,125	86.0		Josh West
41	Ian Pickett	\$19,054	79.7	Bobby Gujral	AO
42	Dominick Nieves	\$18,983	84.5	John Torres	S-S-Parks-Salvaggi
43	Roger Fredericks	\$18,735	88.9	Adrienne Bragas	AO
44	Tyjere Morrow	\$18,588	75.1	Ashley Rust	AO
45	Ladan Rahbary	\$18,500	92.6	Bruce Viaje	AO
46	Chris Anderson	\$18,349	91.0		Mathew Hart
47	Trace Cary	\$18,287	91.4	Joshua Dishong	S-S-Bendure-Hartwig
48	Meenakshi Chavis	\$18,246	100.0	Kamal Tayyib	Andrew McQuade
49	Irma Gallardo	\$18,225	81.0	Steven Warner	AO
50	Aref Sayegh	\$18,222	87.2		Satti-Kanaan

ALL TIME RECORD: \$189,995 Net ALP — MARK NEILSON

YTD

Rank	Net ALP	NTG	RET	MGA	SGA
*1	Joshua Dishong	\$216,637	82.8	Joshua Dishong	S-S-Bendure-Hartwig
*2	Duni Olusegun	\$144,193	87.2	Duni Olusegun	Phillip Waisman
*3	Oleg Novitchii	\$142,679	83.0	Eric Thompson	S-S-Parks-Salvaggi
*4	Roger Fredericks	\$85,307	88.9	Adrienne Bragas	AO
*5	Carmen Arroyo	\$80,502	83.8	Carmen Arroyo	Theodore Pappas
*6	Michael van Delft	\$75,067	87.9		Satti-Kanaan
*7	Samuel Marzula	\$75,037	95.3	Joseph Crivelli	Simon Arias
*8	Roger Fung	\$69,362	84.1		Mathew Hart
*9	Lily Sakai	\$66,458	92.6		Cohen-Velasquez
*10	Todd Krupa	\$66,352	95.0	Jessica Chang	AO
11	Salaur Khorrami	\$63,646	87.2	Zackarea Hakim	AO
12	Dianka Blash	\$61,971	84.0	Chris La Fond	AO
13	Scott Whitford	\$59,053	81.8	Saury Espallat	Ryan Bisanz
14	Derrick Mason	\$58,844	83.8	Derrick Mason	Chad Deley
15	Edward Leon	\$57,384	81.4	Mark Dushaj	AO
16	Tomarus Burks	\$56,980	77.3	Tomarus Burks	Tom Williams
17	Aaron Ebel	\$54,039	79.0	Arif Hajro	AO
18	Nikolla Luljguraj	\$53,369	89.2	Mark Dushaj	AO
19	Dillon Zartman	\$53,321	79.9	Nicholas Chuma	S-S-Bendure-Hartwig
20	Joshua Elkins	\$51,716	87.8	Travis Picklesimer	S-S-Bendure-Hartwig
21	Nancy Djendji	\$51,139	91.6	Nafic Djendji Abdel Khalek	Jesus Romero
22	Emily Klich	\$50,680	83.4	Brandon Hughes	Dustin Venekamp
23	Alexandra Longo	\$49,250	92.4	Alexandra Longo	Hart-Lewicki
24	Arturo Romero	\$47,531	79.1	Arturo Romero	S-S-Parks-Salvaggi
25	Max Quasem	\$47,273	91.0		Cohen-Velasquez
26	Joshua Hosenbold	\$47,154	80.2	Moriah Chandler	Henderson-Locker
27	Yelitza Dominguez	\$46,783	87.9	Nafic Djendji Abdel Khalek	Jesus Romero
28	Christina Salvatore	\$45,430	75.6	Arif Hajro	AO
29	Joey Kennedy	\$45,424	83.2	Bobby Hamilton	AO
30	Blair Sheppard	\$45,000	81.6	Brandon Summerton	AO
31	Kevin Ishikane	\$44,826	91.6	Blake Higuchi	AO
32	Richard Tabanji	\$44,778	94.4	Sean Shephard	S-S-Parks-Salvaggi
33	Muhammed Ashraf	\$44,333	88.5	Sabrina Ashraf	Theodore Pappas
34	Daryl Graham	\$43,911	83.7	Daryl Graham	S-S-Parks-Salvaggi
35	Kristi Vang	\$43,703	86.1		Cohen-Velasquez
36	Kristi Basho	\$43,603	90.2	Arif Hajro	AO
37	Ian Pickett	\$43,481	79.7	Bobby Gujral	AO
38	Aref Sayegh	\$43,243	87.2		Satti-Kanaan
39	Irma Gallardo	\$43,100	81.0	Steven Warner	AO
40	Lindsey Gilbert	\$43,051	81.8	Andrew Elledge	AO
41	Ellen Tuttle	\$42,179	82.8		Brett Gryska
42	VaShawn Nelson	\$41,757	88.9		Mark Beckford
43	Bryan Juskiw	\$41,498	89.4	Bryan Juskiw	S-S-Bendure-Hartwig
44	Troy Plummer	\$41,158	91.2	Chris La Fond	AO
45	Tyjere Morrow	\$40,828	75.1	Ashley Rust	AO
46	Rebecca Amundson	\$40,601	81.9	Dustin Hess	Simon Arias
47	Jihad Ottallah	\$40,494	81.5	Matthew Conrad	S-S-Parks-Salvaggi
48	Kurt Evans	\$39,694	89.7	Mohamed Shogar	Josh West
49	Ladan Rahbary	\$39,451	92.6	Bruce Viaje	AO
50	Chris Anderson	\$38,435	91.0		Mathew Hart

ALL TIME RECORD: \$911,722 Net ALP — DANIEL PARAVISINI

LIFETIME RECORD: \$4,106,722 Net ALP — MAX QUASEM 01/31/2022

SUPERVISING AGENTS



1 SEAN TAYLOR
ORLANDO, FL



2 JAIRO CABRERA ROJAS
RICHARDSON, TX



3 DAMARIS TREJO
SCHAUMBURG, IL



4 SCOTT URBANOWICZ
ORLANDO, FL



5 NANCY DJENDJI
HOUSTON, TX



6 RYAN MARTIN
VALHALLA, NY



7 DALTON CASSAVOY
WASHINGTON, MI



8 KYLE MULZER
INDIANAPOLIS, IN



9 KEVIN YEAGER
GOODLETTSVILLE, TN



10 DARYUZTKA RODRIGUEZ BALZA
ORLANDO, FL

FEBRUARY

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Sean Taylor	\$118,026	\$125,507		82.8	Moriah Chandler	Henderson-Locker
2	Jairo Cabrera Rojas	\$63,765	\$67,830	100		Jose Aranguren	Richardson Latino Division
3	Damaris Trejo	\$54,679	\$63,924	96		Zach Otto	Sabrina Lloyd
4	Scott Urbanowicz	\$51,136	\$59,350	97		Moriah Chandler	Henderson-Locker
5	Nancy Djendji	\$42,608	\$95,483	98		Nafic Djendji Abdel Khalek	Jesus Romero
6	Ryan Martin	\$33,232	\$39,452	94		Tyler Church	Moore-DeFurio
7	Dalton Cassavoy	\$24,093	\$24,093	99		Mark Dushaj	AO
8	Kyle Mulzer	\$22,498	\$28,421	93		Mohamed Shogar	Josh West
9	Kevin Yeager	\$22,083	\$21,080	93		Mark Reilly	AO
10	Daryuztka Rodriguez Balza	\$22,010	\$25,269	93		Maria Martinez	Capozucca-H-W
11	Dulce Paz	\$21,148	\$25,216		79.7	Patrycja Grudzinska	Sabrina Lloyd
12	Jeffrey Negron	\$20,259	\$25,790	96		Kelly Schoenherr	Philip Prata
13	Henoch Roman	\$19,921	\$22,805	99		Patrick Knouse	Slav Bitman
14	Luis Soriano	\$19,647	\$24,111	82		Jeffrey Espinal	Theodore Pappas
15	Luz Cortes	\$19,255	\$28,682	99		Gary Slocum	Desi Dimitrova
16	Terrell Gray	\$19,239	\$25,313	93		Chilynn Acevedo	Fisher-Zuzick
17	Patrick Sullivan	\$19,062	\$28,837	94		Vincent Massari	Tommy Vena
18	Jakob Terry	\$18,982	\$21,600	98		Spencer Kozej	Simon Arias
19	Pedro Colls Nunez	\$18,850	\$22,831	100		Edgar Velasquez Romero	Richardson Latino Division
20	Matthew Code	\$18,539	\$25,181		75.2	Adam Wheeler	Satti-Kanaan

ALL TIME RECORDS: \$268,100 1st 6 Mo Agt — JEFFREY HUDSON | \$268,100 Net ALP — JEFFREY HUDSON

YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Sean Taylor	\$221,961	\$238,620		82.8	Moriah Chandler	Henderson-Locker
*2	Jairo Cabrera Rojas	\$109,689	\$116,508	100		Jose Aranguren	Richardson Latino Division
*3	Damaris Trejo	\$93,263	\$110,904	96		Zach Otto	Sabrina Lloyd
*4	Scott Urbanowicz	\$83,928	\$97,216	97		Moriah Chandler	Henderson-Locker
*5	Nancy Djendji	\$79,338	\$163,877	98		Nafic Djendji Abdel Khalek	Jesus Romero
6	Dalton Cassavoy	\$77,716	\$80,610	99		Mark Dushaj	AO
7	Kiana Gorden	\$49,526	\$63,692	94		Morgan Tranquist	Andre McCallum
8	Patrick Sullivan	\$46,594	\$75,732	94		Vincent Massari	Tommy Vena
9	Gustavo Cardenas Gonzalez	\$43,539	\$55,237	100		Jose Aranguren	Richardson Latino Division
10	Dameyan Chambers	\$42,984	\$49,810	86		Arturo Romero	S-S-Parks-Salvaggi
11	Ryan Martin	\$42,971	\$51,393	94		Tyler Church	Moore-DeFurio
12	Luz Cortes	\$41,304	\$60,643	99		Gary Slocum	Desi Dimitrova
13	Robert Burns	\$40,073	\$65,145	91		Daniel Prinzo	S-S-Parks-Salvaggi
14	Kevin Yeager	\$40,072	\$39,070	93		Mark Reilly	AO
15	Mariana Morales	\$40,002	\$62,563	100		Zach Otto	Sabrina Lloyd
16	Brent Henderson	\$38,130	\$64,436		74.1	Jeremiah Russin	Simon Arias
17	Aimee Olson	\$37,159	\$45,341	99		Daniel Zotter	Brett Gryska
18	Luke Reiter	\$36,768	\$76,424	95		Alec Seibold	Josh West
19	Michele Stewart	\$36,755	\$66,152		92.4	Eno Iftiu	AO
20	Daryuztka Rodriguez Balza	\$36,667	\$46,010	93		Maria Martinez	Capozucca-H-W

ALL TIME RECORDS: \$1,001,807 1st 6 Mo Agt — MORIAH CHANDLER | \$1,476,253 Net ALP — MORIAH CHANDLER

GENERAL AGENTS



1 LUIS BARBARESCO GARCIA
RICHARDSON, TX



2 DANNY SOURÌ
SCHAUMBURG, IL



3 CHARLIE BERMUDEZ
DALLAS, TX



4 CARLOS FRIAS CARABALLO
RICHARDSON, TX



5 FREDERIK DIAZ MATA
RICHARDSON, TX



6 JOZEF TINAJ
UTICA, MI



7 BRYCE ENGSTROM
SPOKANE, WA



8 FRANCISCO MORELL
RICHARDSON, TX



9 KATIE STAHLULAK
SCHAUMBURG, IL



10 YELITZA DOMINGUEZ
HOUSTON, TX

FEBRUARY

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Luis Barbaresco Garcia	\$189,522	\$187,875	100		Jose Aranguren	Richardson Latino Division
2	Danny Sourì	\$83,631	\$132,236		83.9	Zach Otto	Sabrina Lloyd
3	Charlie Bermudez	\$78,379	\$77,630	95		Alejandra Ramos	Hemerson Gonzalez
4	Carlos Frias Caraballo	\$67,284	\$69,877	94		Jose Aranguren	Richardson Latino Division
5	Frederik Diaz Mata	\$60,715	\$61,738	100			Richardson Latino Division
6	Jozef Tinaj	\$55,970	\$100,646		81.2	Mark Dushaj	AO
7	Bryce Engstrom	\$53,005	\$68,285	94		Brandon Minor	AO
8	Francisco Morell	\$51,522	\$51,522	100		Edgar Velasquez Romero	Richardson Latino Division
9	Katie Stahulak	\$43,808	\$90,867		88.5	Patrycja Grudzinska	Sabrina Lloyd
10	Yelitza Dominguez	\$43,329	\$143,379	97		Nafic Djendji Abdel Khalek	Jesus Romero
11	Dmitry Pendro	\$36,807	\$41,760	99		Joseph Crivelli	Simon Arias
12	Mario Borino	\$36,130	\$46,101	96		Jonathan Rindt	Simon Arias
13	Rosmery Gomez Castillo	\$34,811	\$34,811	99		Edgar Velasquez Romero	Richardson Latino Division
14	Bryan Brasil	\$34,106	\$50,415	98		Tyler Church	Moore-DeFurio
15	Trevor Bailey	\$33,336	\$49,487	95		Scott Wheeler	Satti-Kanaan
16	Allan Allas	\$33,135	\$44,213	96		Minh Phung	AO
17	Estephania Montecillo	\$29,852	\$42,505	99		Astrid Castrillon	Hemerson Gonzalez
18	Joshua Notte	\$28,389	\$37,482	93		Daniel Prinzo	S-S-Parks-Salvaggi
19	Connor O'Donnell	\$28,064	\$61,367		81.8	Arturo Romero	S-S-Parks-Salvaggi
20	Michael Maloney	\$27,383	\$39,962	96		Jonathan Rindt	Simon Arias

ALL TIME RECORDS: \$470,416 1st 6 Mo Agt — JEFFREY HUDSON | \$473,032 Net ALP — JEFFREY HUDSON

YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Luis Barbaresco Garcia	\$363,692	\$368,346	100		Jose Aranguren	Richardson Latino Division
*2	Danny Sourì	\$172,375	\$258,358		83.9	Zach Otto	Sabrina Lloyd
*3	Jozef Tinaj	\$141,364	\$339,801		81.2	Mark Dushaj	AO
*4	Frederik Diaz Mata	\$127,866	\$141,592	100			Richardson Latino Division
*5	Bryce Engstrom	\$123,912	\$158,540	94		Brandon Minor	AO
6	Charlie Bermudez	\$120,519	\$124,993	95		Alejandra Ramos	Hemerson Gonzalez
7	Francisco Morell	\$112,581	\$115,587	100		Edgar Velasquez Romero	Richardson Latino Division
8	Carlos Frias Caraballo	\$112,010	\$121,195	94		Jose Aranguren	Richardson Latino Division
9	Connor O'Donnell	\$107,759	\$180,266		81.8	Arturo Romero	S-S-Parks-Salvaggi
10	Yelitza Dominguez	\$82,665	\$253,275	97		Nafic Djendji Abdel Khalek	Jesus Romero
11	Dmitry Pendro	\$82,448	\$99,801	99		Joseph Crivelli	Simon Arias
12	Mario Borino	\$76,511	\$113,976	96		Jonathan Rindt	Simon Arias
13	Zachary Hager	\$73,719	\$145,187	99		Ian Zollos	S-S-Parks-Salvaggi
14	Rosmery Gomez Castillo	\$71,117	\$75,222	99		Edgar Velasquez Romero	Richardson Latino Division
15	Katie Stahulak	\$71,072	\$169,657		88.5	Patrycja Grudzinska	Sabrina Lloyd
16	Joshua Notte	\$65,950	\$118,279	93		Daniel Prinzo	S-S-Parks-Salvaggi
17	Kimbria Bracey	\$61,187	\$128,883	80		Ashley Clarke	Ernest Powell
18	Michael Hutchinson	\$60,053	\$86,061	92		Chilynn Acevedo	Fisher-Zuzick
19	Mathew Kahwaji	\$57,234	\$146,885	94		Eno Iftiu	AO
20	Noris Dominguez Ramirez	\$54,822	\$73,710	98		Nafic Djendji Abdel Khalek	Jesus Romero

ALL TIME RECORDS: \$2,035,593 1st 6 Mo Agt — MEGAN JOHNSON | \$2,259,927 Net ALP — MEGAN JOHNSON

CATEGORIES I-XII



ZACH OTTO
SCHAUMBURG, IL



BRITTON COSTA
WEXFORD, PA



MARK BERNSDORFF
WEXFORD, PA



PAUL SAMRA
CONCORD, CA



BRODY MAUGHAN-EVANSON
WEXFORD, PA



ALBERTO ALCALA
MEDIA, PA



GABRIELA SIME
RIVERSIDE, RI



TRAVIS PICKLESIMER
FAIRBORN, OH



KIMBERLY HAMILTON
ROCHESTER, NY



ALEC SEIBOLD
INDIANAPOLIS, IN



CONOR MARKINS
WEXFORD, PA



JONATHAN RINDT
WEXFORD, PA

FEBRUARY

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Zach Otto	114.3%	\$201,964	\$94,232	86.9		Sabrina Lloyd
Eno Iftiu	98.4%	\$290,314	\$146,335	84.3		AO
Joe Lewo	85.5%	\$377,540	\$203,489	81.6		Henderson-Locker
II Britton Costa	62.6%	\$230,025	\$141,463	77.3		Simon Arias
Arif Hajro	55.6%	\$187,473	\$120,518	82.9		AO
Matthew Conrad	47.3%	\$161,786	\$109,839	84.6		S-S-Parks-Salvaggi
III Mark Bernsdorff	62.0%	\$164,564	\$101,589	80.4		Simon Arias
Steven King	13.8%	\$114,648	\$100,757	82.8		Darcy Schrieber
Andrew Bishop	10.7%	\$148,966	\$134,553	87.3		AO
IV Paul Samra	199.5%	\$156,438	\$52,225	85.7		Andrew McQuade
Stella Roznovan	52.7%	\$128,953	\$84,438	77.5		Cohen-Velasquez
Duni Olusegun	51.3%	\$107,592	\$71,090	84.7		Phillip Waisman
V Brody Maughan-Evanson	788.2%	\$342,778	\$38,592	81.6		Simon Arias
Scott Wheeler	121.1%	\$79,872	\$36,126	87.0		Satti-Kanaan
VI Alberto Alcala	189.7%	\$116,897	\$40,352	74.5		Ryan Bisanz
Jean M Joseph	117.4%	\$102,114	\$46,964	77.8		Tom Williams
Brandon Minor	100.8%	\$97,301	\$48,463	91.4		AO
VII Gabriela Sime	185.5%	\$93,266	\$32,668	79.1		Fisher-Zuzick
Chilynn Acevedo	105.3%	\$90,354	\$44,001	75.9		Fisher-Zuzick
VIII Travis Picklesimer	117.1%	\$103,152	\$47,516	88.2		S-S-Bendure-Hartwig
Joshua Goodman	51.5%	\$92,792	\$61,257	80.8		Richard Correa
Phi Phan	49.3%	\$80,571	\$53,967	85.3		Desi Dimitrova
IX Kimberly Hamilton	220.2%	\$112,883	\$35,250	80.7		Brett Gryska
Tami Chaimov	120.5%	\$71,101	\$32,250	84.8		Jamison Weatherspoon
Daniel Orr	116.9%	\$78,584	\$36,235	84.1		Satti-Kanaan
X Alec Seibold	107.3%	\$66,858	\$32,250	84.6		Josh West
Kevin Butchino	95.3%	\$64,545	\$33,046	82.3		Gabriel Feldmann
Giovanni Diduro	52.5%	\$81,925	\$53,719	84.6		Brett Gryska
XI Conor Markins	149.0%	\$99,455	\$39,950	83.5		Simon Arias
Sergio Carta	134.6%	\$75,649	\$32,250	87.1		Beto Quintero
Mac Duddy	124.8%	\$77,778	\$34,603	90.5		Giglione-Ackerman
XII Jonathan Rindt	222.3%	\$103,954	\$32,250	83.0		Simon Arias
William Dugan	75.4%	\$56,555	\$32,250	75.1		Simon Arias
Alon Barnur	74.7%	\$56,329	\$32,250	91.2		AO

ALL TIME RECORD: \$697,842 Net ALP — DAVID CARPENTER

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Joe Lewo	87.1%	\$566,687	\$302,873	81.6		Henderson-Locker
Eno Iftiu	48.9%	\$655,479	\$440,239	84.3		AO
Mark Neilson	27.6%	\$420,404	\$329,541	79.2		AO
II Arif Hajro	91.3%	\$563,721	\$294,610	82.9		AO
Britton Costa	87.5%	\$423,999	\$226,104	77.3		Simon Arias
Matthew Conrad	68.5%	\$422,149	\$250,543	84.6		S-S-Parks-Salvaggi
III Mark Bernsdorff	40.3%	\$273,377	\$194,909	80.4		Simon Arias
Andrew Bishop	22.7%	\$238,188	\$194,045	87.3		AO
IV Paul Samra	51.9%	\$243,590	\$160,331	85.7		Andrew McQuade
Duni Olusegun	23.2%	\$194,454	\$157,809	84.7		Phillip Waisman
Stella Roznovan	21.4%	\$212,144	\$174,683	77.5		Cohen-Velasquez
V Brody Maughan-Evanson	348.2%	\$639,090	\$142,584	81.6		Simon Arias
Joshua Dishong	91.6%	\$261,462	\$136,479	84.3		S-S-Bendure-Hartwig
Ryan Crawford	17.0%	\$164,957	\$140,996	75.0		Simon Arias
VI Daryl Graham	73.6%	\$221,568	\$127,624	80.5		S-S-Parks-Salvaggi
Brandon Minor	55.1%	\$193,064	\$124,484	91.4		AO
Nicholas Chuma	52.5%	\$191,420	\$125,557	83.6		S-S-Bendure-Hartwig
VII Chilynn Acevedo	33.6%	\$156,331	\$117,049	75.9		Fisher-Zuzick
Gregory Rudolph	29.1%	\$150,303	\$116,466	80.8		Simon Arias
Gabriela Sime	14.5%	\$128,113	\$111,845	79.1		Fisher-Zuzick
VIII Phi Phan	88.7%	\$190,416	\$100,919	85.3		Desi Dimitrova
Joshua Goodman	76.9%	\$172,453	\$97,499	80.8		Richard Correa
Travis Picklesimer	34.3%	\$139,804	\$104,093	88.2		S-S-Bendure-Hartwig
IX Kimberly Hamilton	100.9%	\$181,151	\$90,183	80.7		Brett Gryska
Tami Chaimov	94.4%	\$180,309	\$92,763	84.8		Jamison Weatherspoon
Kamal Tayyib	83.3%	\$166,450	\$90,827	81.4		Andrew McQuade
X Alec Seibold	94.2%	\$125,232	\$64,500	84.6		Josh West
Tomarus Burks	45.0%	\$118,007	\$81,369	77.1		Tom Williams
Giovanni Diduro	38.3%	\$115,536	\$83,511	84.6		Brett Gryska
XI Conor Markins	138.6%	\$173,062	\$72,533	83.5		Simon Arias
Mac Duddy	65.0%	\$143,444	\$86,926	90.5		Giglione-Ackerman
Sergio Carta	64.0%	\$128,018	\$78,084	87.1		Beto Quintero
XII Jonathan Rindt	236.4%	\$228,846	\$68,035	83.0		Simon Arias
Chase Miller	76.9%	\$123,173	\$69,638	75.9		S-S-Bendure-Hartwig
Alon Barnur	69.3%	\$113,051	\$66,770	91.2		AO

ALL TIME RECORD: \$4,005,969 Net ALP — MARC SALVAGGI

Spotlight recognizes the top three Master General Agents in Categories I-XX with minimum 10% growth and the top ten Rookies with minimum 100% Performance Factor. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The MGAs that will be recognized at the 2022 Awards Presentation are the top MGA per category from Categories I-XX based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

CATEGORIES XIII-XX & ROOKIE



XIII
JOHNNY FULLER
TUSLA, OK



XIV
HASAN GHAZAL
HALIFAX, NS



XV
TINA SKALKOS
LONDON, ON



XVI
JOHN COLLINS
MILILANI, HI



XVII
WALTER ICAZA
MIAMI, FL



XVIII
ISAAC FOSTER
CORONA, CA



XIX
FRANCESCA VELTRI
EDISON, NJ



Rookie
EDGAR VELASQUEZ ROMERO
RICHARDSON, TX

FEBRUARY

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
XIII Johnny Fuller	24.1%	\$40,032	\$32,250	85.6	John Young	
Lorena Barriere	11.4%	\$37,833	\$33,962	81.2	Cohen-Velasquez	
XIV Hasan Ghazal	102.5%	\$65,297	\$32,250	85.4	Satti-Kanaan	
Cody Gardner	60.7%	\$91,309	\$56,804	76.4	Albert Serur	
Magda Figueiredo	37.9%	\$44,469	\$32,250	81.9	Giglione-Ackerman	
XV Tina Skalkos	8.5%	\$35,002	\$32,250	89.7	AO	
XVI John Collins	75.4%	\$56,559	\$32,250	84.1	AO	
XVII Walter Icaza	150.3%	\$91,566	\$36,584	75.3	Beto Quintero	
Aaron Parks	13.6%	\$36,644	\$32,250	74.7	Simon Arias	
XVIII Isaac Foster	4.4%	\$33,655	\$32,250	81.6	Nicole Sanders	
XIX Francesca Veltri	8.4%	\$34,951	\$32,250	84.9	Giglione-Ackerman	

ALL TIME RECORD: \$697,842 Net ALP — DAVID CARPENTER

FEBRUARY ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
Rookie Edgar Velasquez Romero	540.9%	\$174,448	\$32,250	172,479	100		Richardson Latino Division
Moriah Chandler	528.0%	\$170,273	\$32,250	210,405	82.0		Henderson-Locker
Nafic Djendji Abdel Khalek	229.5%	\$74,024	\$32,250	180,102	81.8		Jesus Romero
Alejandra Ramos	223.7%	\$72,134	\$32,250	68,562	90		Hemerson Gonzalez
Adianeza Rodriguez	200.9%	\$64,796	\$32,250	100,419	75.3		Hemerson Gonzalez
Mark Dushaj	198.2%	\$63,929	\$32,250	196,929	91		AO
Jose Aranguren	190.6%	\$61,472	\$32,250	58,590	97		Richardson Latino Division
Joseph Crivelli	184.2%	\$59,404	\$32,250	117,404	97		Simon Arias
Daniel Zotter	145.6%	\$46,945	\$32,250	70,906	79.3		Brett Gryska
Minh Phung	126.7%	\$40,874	\$32,250	53,396	95		AO

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
XIII Adrienne Bragas	83.1%	\$118,111	\$64,500	79.2	AO	
Nakita Fortin	32.2%	\$85,283	\$64,500	80.6	Denis-Michael Catalano	
Lorena Barriere	22.0%	\$78,696	\$64,500	81.2	Cohen-Velasquez	
XIV Cody Gardner	90.9%	\$123,129	\$64,500	76.4	Albert Serur	
Magda Figueiredo	42.8%	\$92,126	\$64,500	81.9	Giglione-Ackerman	
Hasan Ghazal	38.7%	\$89,492	\$64,500	85.4	Satti-Kanaan	
XV Alexandra Longo	16.2%	\$74,946	\$64,500	93.9	Hart-Lewicki	
XVI John Collins	51.5%	\$97,694	\$64,500	84.1	AO	
XVII Walter Icaza	122.3%	\$143,373	\$64,500	75.3	Beto Quintero	
Aaron Parks	11.7%	\$72,054	\$64,500	74.7	Simon Arias	

ALL TIME RECORD: \$4,005,969 Net ALP — MARC SALVAGGI

YTD ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
Rookie Edgar Velasquez Romero	507.3%	\$327,183	\$64,500	332,184	100		Richardson Latino Division
Moriah Chandler	474.8%	\$306,274	\$64,500	399,069	82.0		Henderson-Locker
Joseph Crivelli	290.1%	\$187,126	\$64,500	307,806	97		Simon Arias
Mark Dushaj	254.4%	\$164,060	\$64,500	603,766	91		AO
Nafic Djendji Abdel Khalek	214.4%	\$138,267	\$64,500	324,125	81.8		Jesus Romero
Jose Aranguren	204.5%	\$131,897	\$64,500	135,650	97		Richardson Latino Division
Alejandra Ramos	182.1%	\$117,426	\$64,500	109,403	90		Hemerson Gonzalez
Adianeza Rodriguez	167.0%	\$107,685	\$64,500	150,366	75.3		Hemerson Gonzalez
Arturo Romero	164.0%	\$105,771	\$64,500	225,810	79.6		S-S-Parks-Salvaggi
Maria Martinez	140.5%	\$90,607	\$64,500	106,395	94		Capozucca-H-W

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CATEGORIES I-VIII



MARIO HAJRO
SAN CLEMENTE, CA



BRODY MAUGHAN-EVANSON
WEXFORD, PA



ENO IFTIU
DELAWARE, OH



MARK DUSHAJ
WASHINGTON, MI



PATRYCJA GRUDZINSKA
SCHAUMBURG, IL



CHASE MILLER
COLUMBUS, OH



JOHN SANTOSUOSSO
ROCHESTER, NY



PAUL SAMRA
CONCORD, CA

FEBRUARY

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Mario Hajro	44.0%	\$729,156	\$506,191		82.1	AO
Robert Janev	29.0%	\$522,488	\$405,135		81.9	Sabrina Lloyd
II Brody Maughan-Evanson	63.4%	\$318,547	\$194,953		77.7	Simon Arias
Zach Otto	43.1%	\$241,065	\$168,481		84.8	Sabrina Lloyd
Walter Icaza	24.1%	\$263,169	\$212,057		85.0	Beto Quintero
III Eno Iftiu	19.2%	\$174,488	\$146,335		84.3	AO
Scott Wheeler	15.5%	\$270,287	\$234,068		84.0	Satti-Kanaan
IV Mark Dushaj	510.6%	\$196,929	\$32,250		80.7	AO
Astrid Castrillon	90.9%	\$228,670	\$119,775		74.3	Hemerson Gonzalez
Alberto Alcala	53.7%	\$202,843	\$131,937		74.0	Ryan Bisanz
V Patrycja Grudzinska	130.3%	\$163,244	\$70,888		84.6	Sabrina Lloyd
Gregory Rudolph	35.3%	\$203,893	\$150,713		80.2	Simon Arias
Arif Hajro	13.4%	\$130,824	\$115,363		82.9	AO
VI Chase Miller	136.5%	\$178,242	\$75,355		80.1	S-S-Bendure-Hartwig
Tyler Boulden	107.6%	\$170,405	\$82,089		85.1	Josh West
Gabriela Sime	74.5%	\$166,860	\$95,649		78.2	Fisher-Zuzick
VII John Santosuosso	55.1%	\$136,752	\$88,175		80.5	Brett Gryska
Jake Yagjian	30.1%	\$115,535	\$88,826	93		Albert Serur
Melinda-Rae Lyse	28.2%	\$100,646	\$78,526		85.5	AO
VIII Paul Samra	112.6%	\$109,449	\$51,487		85.7	Andrew McQuade
Brandon Minor	105.7%	\$120,672	\$58,669		90.9	AO
Duni Olusegun	49.4%	\$106,046	\$70,979		84.6	Phillip Waisman

ALL TIME RECORD: \$1,348,288 Net ALP — MARK NEILSON

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Mario Hajro	54.0%	\$1,984,563	\$1,288,470		82.1	AO
II Matthew Diulus	46.4%	\$758,151	\$518,019		77.3	Simon Arias
Eric Thompson	36.3%	\$733,202	\$538,065		83.1	S-S-Parks-Salvaggi
Brody Maughan-Evanson	34.6%	\$657,969	\$488,845		77.7	Simon Arias
III Eno Iftiu	23.0%	\$540,946	\$439,698		84.3	AO
Joseph Tomanovich	16.0%	\$491,603	\$423,760		81.3	AO
Scott Wheeler	13.0%	\$452,401	\$400,414		84.0	Satti-Kanaan
IV Mark Dushaj	75.3%	\$603,766	\$344,496		80.7	AO
Andrew Bishop	37.1%	\$517,729	\$377,682		88.6	AO
Astrid Castrillon	10.8%	\$369,343	\$333,347		74.3	Hemerson Gonzalez
V Arif Hajro	57.7%	\$500,822	\$317,601		82.9	AO
Bobby Hamilton	55.2%	\$459,282	\$295,989		75.9	AO
Gregory Rudolph	36.7%	\$420,684	\$307,645		80.2	Simon Arias
VI Chase Miller	86.4%	\$399,875	\$214,475		80.1	S-S-Bendure-Hartwig
Joshua Dishong	64.3%	\$378,567	\$230,375		84.5	S-S-Bendure-Hartwig
Tyler Boulden	60.2%	\$327,765	\$204,652		85.1	Josh West
VII Jessica Chang	61.2%	\$295,880	\$183,552		80.0	AO
John Santosuosso	60.8%	\$313,540	\$194,978		80.5	Brett Gryska
Chris La Fond	46.6%	\$309,128	\$210,809		82.8	AO
VIII Daryl Graham	116.7%	\$345,963	\$159,681		80.5	S-S-Parks-Salvaggi
Gary Slocum	72.7%	\$306,851	\$177,729		79.9	Desi Dimitrova
Brandon Minor	45.8%	\$235,663	\$161,599		90.9	AO

ALL TIME RECORD: \$9,042,633 Net ALP — MATTHEW PARKS

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CATEGORIES IX–XVI



IX

JEAN M JOSEPH
POMPANO BEACH, FL



X

NICHOLAS CHUMA
COLUMBUS, OH



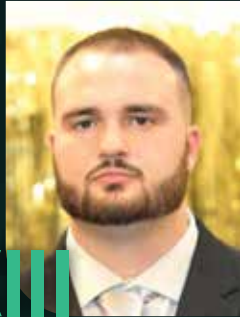
XI

TRAVIS PICKLESIMER
FAIRBORN, OH



XII

KEVIN BUTCHINO
PENSACOLA, FL



XIII

JAMES MARKS
WEXFORD, PA



XV

STEVE BRYANT
CINCINNATI, OH



XVI

RAYMOND RISUCCI
VALHALLA, NY

Spotlight recognizes the top three Regional General Agents in Categories I–XVI with minimum 10% growth. Positive growth will be shown if a category has no qualifier. Figures reflect hierarchy transfer adjustments. The RGAs that will be recognized at the 2022 Awards Presentation are the top RGA per category from Categories I–XVI based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD *Spotlight* number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

FEBRUARY

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
IX Jean M Joseph	60.2%	\$102,114	\$63,751		77.0	Tom Williams
Morgan Lobello	30.3%	\$109,657	\$84,132		81.5	Giglione-Ackerman
Slavita Hut	27.3%	\$86,890	\$68,276		84.0	John Young
X Nicholas Chuma	87.3%	\$86,405	\$46,130		83.6	S-S-Bendure-Hartwig
Chilynn Acevedo	65.0%	\$71,107	\$43,089		75.9	Fisher-Zuzick
Daniel Pacheco	63.1%	\$79,049	\$48,453		86.0	Beto Quintero
XI Travis Picklesimer	88.9%	\$89,761	\$47,516		88.2	S-S-Bendure-Hartwig
Nicole Preston	67.9%	\$82,895	\$49,368		81.4	Kris Thieme
Phi Phan	25.0%	\$67,481	\$53,967		85.3	Desi Dimitrova
XII Kevin Butchino	56.6%	\$51,751	\$33,046		82.3	Gabriel Feldmann
Daniel Orr	45.7%	\$50,964	\$34,970		84.1	Satti-Kanaan
Conner White	15.7%	\$37,327	\$32,250		76.5	Arias-Dlabik
XIII James Marks	191.6%	\$117,983	\$40,457		85.1	Simon Arias
Brandon Schwed	188.1%	\$103,329	\$35,871	91		Kevin Holtz
Hasan Ghazal	86.6%	\$60,179	\$32,250		85.4	Satti-Kanaan
XV Steve Bryant	45.4%	\$46,904	\$32,250		92	Kevin Holtz
XVI Raymond Risucci	418.1%	\$167,092	\$32,250		91	Moore-DeFurio
Tucker Gregor	116.7%	\$69,871	\$32,250	99		West-Moody

ALL TIME RECORD: \$1,348,288 Net ALP — MARK NEILSON

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
IX William Parmeter	30.5%	\$185,093	\$141,885		80.6	Brett Gryska
Slavita Hut	22.7%	\$181,100	\$147,622		84.0	John Young
Jean M Joseph	18.9%	\$159,627	\$134,245		77.0	Tom Williams
X Jeffrey A Smith	67.8%	\$210,734	\$125,570		79.9	Simon Arias
Nicholas Chuma	63.9%	\$197,024	\$120,224		83.6	S-S-Bendure-Hartwig
Alexis Pineiro	57.5%	\$187,263	\$118,919		82.6	Cohen-Velasquez
XI Phi Phan	71.8%	\$173,405	\$100,919		85.3	Desi Dimitrova
Nicole Preston	37.0%	\$148,619	\$108,465		81.4	Kris Thieme
Magda Figueiredo	35.1%	\$138,251	\$102,323		80.2	Giglione-Ackerman
XII Daniel Orr	28.9%	\$108,325	\$84,018		84.1	Satti-Kanaan
Steven Warner	27.2%	\$99,825	\$78,506		79.6	AO
Adrienne Bragas	25.7%	\$116,275	\$92,519		79.4	AO
XIII James Marks	197.1%	\$230,174	\$77,483		85.1	Simon Arias
Brandon Schwed	168.8%	\$173,373	\$64,500	91		Kevin Holtz
Conor Markins	76.9%	\$124,869	\$70,605		83.5	Simon Arias
XV Thomas J Vena	94.4%	\$84,967	\$43,712		78.2	Tommy Vena
Kingsley Ibeh	50.7%	\$97,199	\$64,500		82.4	Dustin Venekamp
Steve Bryant	41.7%	\$91,397	\$64,500	92		Kevin Holtz
XVI Raymond Risucci	223.9%	\$208,895	\$64,500		91	Moore-DeFurio
Tucker Gregor	66.1%	\$107,156	\$64,500	99		West-Moody
Elvis Cartaya	25.8%	\$81,163	\$64,500	99		AO

ALL TIME RECORD: \$9,042,633 Net ALP — MATTHEW PARKS

CATEGORIES I-VII



SABRINA LLOYD



S-S-BENDURE-HARTWIG



SATTI-KANAAN



ANDREW MCQUADE



TOMMY VENA



RYAN BISANZ



FISHER-ZUZICK



EC = 2022 Executive Council Member

Spotlight recognizes SGAs in Categories I-XII based on positive Net ALP Growth and Cat XIII based on % of Net ALP Objective (minimum 100%). The SGAs that will be recognized at the 2022 Awards Presentation are the top SGA per category from Categories I-XII based on Net ALP Growth (minimum 15%) and Cat XIII based on % of Net ALP Objective (minimum 100%); the YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards. Minimum quality standards apply for recognition.

TOP % OF NET ALP OBJ ▶



FISHER-ZUZICK
Category VII
134.0

FEBRUARY

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
I Sabrina Lloyd	95.6	\$555,246	\$581,100		81.7	40.1
Jesus Romero	89.5	\$469,213	\$524,100		75.8	17.6
Simon Arias	68.4	\$1,415,165	\$2,070,100		78.6	10.9
S-S-Parks-Salvaggi	60.2	\$987,714	\$1,640,000		83.6	8.1
II S-S-Bendure-Hartwig	89.5	\$531,560	\$594,000		84.4	13.5
Beto Quintero	97.0	\$420,920	\$433,800		84.8	11.5
Cohen-Velasquez	78.6	\$426,953	\$543,400		82.8	4.3
III Satti-Kanaan	91.0	\$343,803	\$378,000		83.5	30.9
Nick Moore	80.1	\$334,431	\$417,300		83.6	0.9
Jamison Weatherspoon	57.3	\$257,229	\$448,700		79.2	-3.9
IV Andrew McQuade	129.2	\$318,147	\$246,300		83.0	73.1
Josh West	100.1	\$273,396	\$273,100		87.1	57.8
Philip Prata	83.2	\$208,194	\$250,100		81.7	44.4
Tom Williams	77.4	\$282,517	\$364,800		78.1	2.3
V Tommy Vena	64.0	\$145,995	\$228,000		77.0	10.7
Laura Fisher	65.8	\$171,165	\$260,300		82.5	6.5
Cindy Furer	75.7	\$174,821	\$231,000		78.2	-11.5
VI Ryan Bisanz	121.4	\$206,222	\$169,900		74.5	60.6
Slav Bitman	86.9	\$179,882	\$206,900		86.7	45.1
Giddens-Giddens	78.5	\$121,134	\$154,400		80.4	42.1
Phillip Waisman	72.4	\$177,204	\$244,700	96		11.3
VII Fisher-Zuzick	134.0	147,614	110,200		78.2	84.2
Kevin Holtz	71.7	110,016	153,500		79.8	44.8
West-Moody	78.9	138,605	175,600	99		20.1
Chalom-Chalom	69.8	99,743	142,900		85.2	12.9

YTD

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
I Sabrina Lloyd	91.1	1,058,431	1,162,200		81.7	37.4
Simon Arias	81.6	3,378,539	4,140,200		78.6	20.4
S-S-Parks-Salvaggi	86.9	2,851,868	3,280,000		83.6	17.6
Jesus Romero	80.9	847,938	1,048,200		75.8	11.0
AO	66.6	9,807,381	14,726,800		81.1	5.7
II Beto Quintero	91.5	794,242	867,600		84.8	19.8
S-S-Bendure-Hartwig	102.3	1,214,879	1,188,000		84.4	18.7
Cohen-Velasquez	86.6	941,292	1,086,800		82.8	17.7
Brett Gryska	84.7	1,165,086	1,375,000		82.2	9.5
III Satti-Kanaan	84.9	641,631	756,000		83.5	13.7
Michael Vasu	75.1	732,193	974,600		78.1	0.0
Richard Correa	62.8	606,052	964,800		79.2	-13.1
IV Andrew McQuade	127.4	627,530	492,600		83.0	70.7
Philip Prata	93.4	467,371	500,200		81.7	45.5
Josh West	100.6	549,567	546,200		87.1	33.7
Tom Williams	84.0	612,658	729,600		78.1	6.3
Albert Serur	63.9	484,264	758,400		79.1	1.9
V Tommy Vena	72.6	330,949	456,000		77.0	11.7
Laura Fisher	74.2	386,369	520,600		82.5	0.0
Cindy Furer	79.3	366,373	462,000		78.2	-4.0
VI Ryan Bisanz	108.2	367,659	339,800		74.5	45.4
Giddens-Giddens	86.1	265,896	308,800		80.4	42.7
Slav Bitman	95.3	394,455	413,800		86.7	21.2
VII Fisher-Zuzick	120.7	266,034	220,400		78.2	60.9
Kevin Holtz	76.8	235,662	307,000		79.8	23.4
Chalom-Chalom	73.4	209,882	285,800		85.2	6.7
Denis-Michael Catalano	75.2	206,573	274,800		81.1	6.0

CATEGORIES VIII–XIII



VIII
TIFFANY WAGNER



IX
OLDHAM-MOORE



X
KRIS THIEME



XI
GABRIEL FELDMANN



XII
NICOLE SANDERS




XIII
MOORE-DEFURIO

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TOP % OF NET ALP OBJ ▶



MOORE-DEFURIO
Category XIII
397.9



ADEL AL CHOUFI NAIM
Category XIII
133.3



ADEL AL CHOUFI NAIM
Category XIII
133.3

FEBRUARY

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
VIII Tiffany Wagner	103.0	138,356	134,300		83.1	15.8
Chad Deley	88.3	113,685	128,700		80.2	11.0
Desi Dimitrova	83.1	146,990	176,800		80.3	8.3
IX Oldham-Moore	104.9	139,778	133,300		74.0	33.3
Hart-Lewicki	105.8	85,829	81,100		82.0	11.6
Souley Bah	59.4	91,686	154,400		80.9	-10.1
X Kris Thieme	82.3	72,666	88,300		77.7	33.0
John Young	92.1	76,984	83,600		84.5	-2.4
Mark Beckford	80.3	67,524	84,100		78.6	-23.8
XI Gabriel Feldmann	126.5	59,567	47,100		81.6	92.5
XII Nicole Sanders	87.3	32,286	37,000		80.4	50.3
Williams-Akinade	128.2	73,573	57,400	91		27.2
John Sparby	58.6	21,677	37,000		77.7	18.5
XIII Moore-DeFurio	397.9	147,210	37,000	98		N/A
Adel Al Choufi Naim	133.3	49,332	37,000	93		50.8
Michael Barlettano	131.3	48,579	37,000	95		N/A

YTD

Category	% Net Obj	Net ALP	Net ALP Obj	NTG	RET	% Growth
VIII Tiffany Wagner	94.7	254,361	268,600		83.1	15.0
Desi Dimitrova	96.6	341,637	353,600		80.3	11.1
Chad Deley	88.1	226,797	257,400		80.2	7.4
Andre McCallum	53.7	111,715	208,200		74.6	5.7
IX Hart-Lewicki	124.5	201,996	162,200		82.0	63.8
AO-Lorence	75.7	154,984	204,600		82.9	36.4
Oldham-Moore	91.7	244,496	266,600		74.0	25.0
X John Young	104.9	175,423	167,200		84.5	40.0
Kris Thieme	77.2	136,380	176,600		77.7	9.8
Mark Beckford	78.4	131,816	168,200		78.6	2.0
XI Gabriel Feldmann	101.3	95,424	94,200		81.6	89.4
XII Nicole Sanders	76.8	56,806	74,000		80.4	42.5
Williams-Akinade	113.3	130,098	114,800	91		34.5
Williams-Musso	97.5	195,879	200,800	96		15.2
XIII Moore-DeFurio	254.9	188,621	74,000	98		N/A
Adel Al Choufi Naim	120.6	89,254	74,000	93		102.4
Michael Barlettano	116.8	86,415	74,000	95		N/A
Almeida-Graham	100.9	74,690	74,000	89		476.0

CATEGORY I



1
BRENDA WADEY
CALGARY, AB



2
KRISSA HENSLEY
TOLEDO, OH



1
RONA PILEGGI SPANO
DARIEN, IL



2
ROBIN ANDRADE
KINGSTON, MA



1
AL WALL
HOLLAND LANDING, ON



2
ANNA GUIDO ROHRER
MONROE, OH

CATEGORY II

CATEGORY III

CATEGORY IV



1
CAS ROBINSON
NEPEAN, ON



2
AMANDA CROSS
LEXINGTON, KY



1
MARK FLEMM
LEECHBURG, PA



2
STEVE ORCHERTON
VICTORIA, BC

CATEGORY VI



1
LAURIE GRUBER
HAMMOND, WI

CATEGORY VII



1
CHAS ROBINSON
OTTAWA, ON



2
LOU NELL BUSBY
HENDERSON, TN



1
RYAN GREGOLI
BRONX, NY



2
TORI SNOWDEN
LANSING, MI

CATEGORY VIII

FIRST SIGNED TG



AVADINE WALLS
HAZEL CREST, IL

TOP MANAGERS

CATEGORY I



1
JT TASKER
ROCHESTER, NY

CATEGORY II



1
TAMI WILLIAMS
WESTFIELD, IN

INDIVIDUAL REPS: FEBRUARY

Category	Rank	Rep	Cards	Obj	% Obj
I	1	Brenda Wadey	1,328	1,247	106.5%
	2	Krissa Hensley	1,269	1,290	98.4%
II	1	Rona Pileggi Spano	1,823	1,095	166.6%
	2	Robin Andrade	1,556	1,212	128.4%
	3	Mark Gagliardi	1,056	1,102	95.8%
III	1	Al Wall	6,107	934	654.2%
	2	Anna Guido Rohrer	2,249	1,006	223.5%
	3	Janis Pitts	1,750	920	190.2%
IV	1	Cas Robinson	5,599	744	752.4%
	2	Amanda Cross	1,635	742	220.3%
	3	Irene Rurycz	1,078	704	153.1%
V	1	Mark Flemm	1,097	573	191.2%
	2	Steve Orcherton	1,313	701	187.4%
	3	Noel Robbins	632	601	105.2%
VI	1	Laurie Gruber	729	550	132.6%
	2	Chas Robinson	1,771	550	322.0%
	3	Lou Nell Busby	686	550	124.8%
VII	1	Laurie Gruber	729	550	132.6%
	2	Lou Nell Busby	686	550	124.8%
	3	Julie Freeman	500	550	90.8%
VIII	1	Ryan Gregoli	3,460	550	629.1%
	2	Tori Snowden	2,089	550	379.7%
	3	Celia O'Dell	780	550	141.8%
Rookie	1	Ryan Gregoli	3,460	550	629.1%

ALL TIME RECORD: 18,960 Cards

INDIVIDUAL REPS: YTD

Category	Rank	Rep	Cards	Obj	% Obj
I	*1	Brenda Wadey	2,838	2,494	113.8%
	2	Krissa Hensley	2,683	2,580	104.0%
	3	David Scalisi	2,510	2,433	103.1%
II	*1	Rona Pileggi Spano	4,522	2,189	206.6%
	2	Cindy Kunce	3,009	2,400	125.4%
	3	Tim O'Connor	2,150	2,057	104.5%
III	*1	Al Wall	6,356	1,867	340.4%
	2	Anna Guido Rohrer	3,348	2,012	166.4%
	3	Kathy Pappas	2,272	1,693	134.2%
IV	*1	Cas Robinson	5,838	1,488	392.2%
	2	Amanda Cross	2,524	1,484	170.1%
	3	Irene Rurycz	1,430	1,408	101.6%
V	*1	Mark Flemm	1,620	1,147	141.3%
	2	Steve Orcherton	1,926	1,401	137.4%
	3	Noel Robbins	1,309	1,202	108.9%
VI	*1	Laurie Gruber	1,414	1,100	128.6%
	2	Erica Dalager	1,432	1,129	126.9%
	3	Chas Robinson	1,860	1,100	169.1%
VII	*1	Chas Robinson	1,860	1,100	169.1%
	2	Lou Nell Busby	1,714	1,100	155.8%
	3	Tori Snowden	2,414	1,100	219.4%
VIII	*1	Ryan Gregoli	4,280	1,100	389.1%
	2	Tori Snowden	2,414	1,100	219.4%
	3	Celia O'Dell	1,201	1,100	109.2%

ALL TIME RECORD: 61,879 Cards — DENISE BOWYER

MANAGERS: FEBRUARY

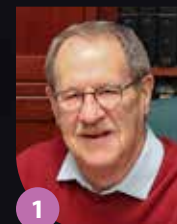
Category	Rank	Manager	Cards	Obj	% Obj
I	1	JT Tasker	16,177	6,231	259.6%
	2	Lacy Martin	5,144	5,639	91.2%
II	1	Tami Williams	8,560	5,400	158.5%
	2	Judy Spade	6,747	5,377	125.5%

MANAGERS: YTD

Category	Rank	Manager	Cards	Obj	% Obj
I	*1	JT Tasker	20,639	12,463	165.6%
	2	Tami Williams	14,798	10,799	137.0%
II	*1	Tami Williams	14,798	10,799	137.0%
	2	Judy Spade	12,191	10,753	113.4%

MOST ORIGINAL CARDS GENERATED: YTD

- 1** AL WALL 3,134
- 2** CAS ROBINSON 2,507
- 3** ROBIN ANDRADE 1,229



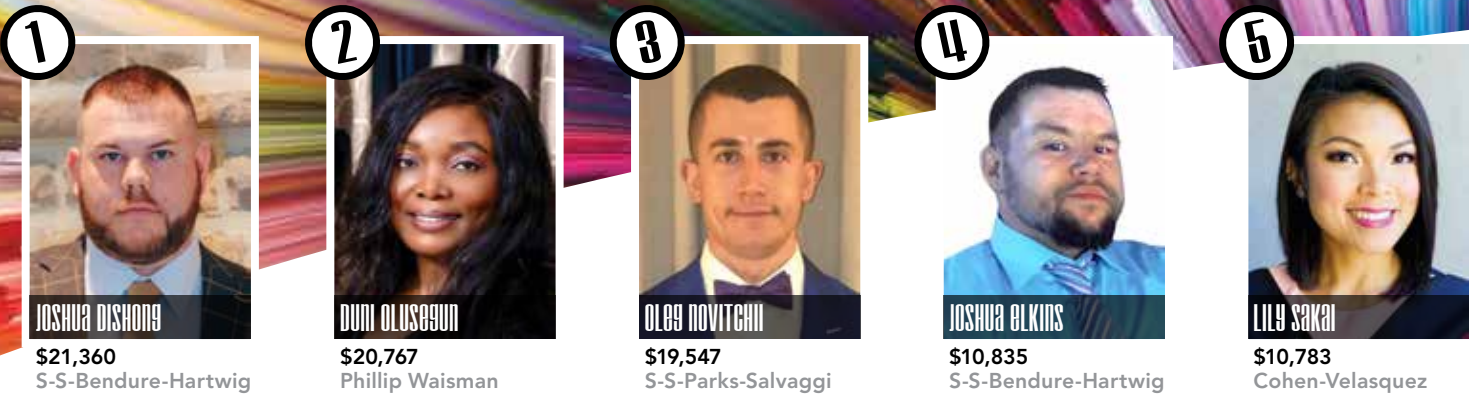
1
AL WALL
HOLLAND LANDING, ON

PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS

Rep categories I-VIII assigned using an objective of average leads generated last two years, lead card standard or 6,000 leads whichever is greater. To be recognized, Rep must meet 90% of Growth objective.

Manager categories I-III assigned using average lead production last two years for their respective territories. To be recognized, Manager must meet 90% of Growth objective.

WORLD'S GREATEST BONUS



1 **JOSHUA DISHONG** \$21,360 S-S-Bendure-Hartwig
2 **DUNI OLUSEGUN** \$20,767 Phillip Waisman
3 **OLEG NOVITCHII** \$19,547 S-S-Parks-Salvaggi
4 **JOSHUA ELKINS** \$10,835 S-S-Bendure-Hartwig
5 **LILY SAKAI** \$10,783 Cohen-Velasquez

FEBRUARY BONUS LEADERS | PAYOUT: \$2,357,970 | QUALIFIERS: 3,799

\$ 21,360 Joshua Dishong	\$ 4,235 Todd Krupa	\$ 3,230 Nathan Trecartin	\$ 2,615 Xiomara Torres	\$ 2,241 Cameron Gray	\$ 2,037 Sasha Oakes
20,767 Duni Olusegun	4,158 Ian Pickett	3,221 Madeline Smith	2,613 Jose Andres Palomo	2,239 Indhira Lomelli	2,034 Irma Gallardo
19,547 Oleg Novitchii	4,135 Tyjere Morrow	3,191 Bruno Nuro	Rodriguez	2,236 Devin Finley	2,030 Herman Moreno
10,835 Joshua Elkins	4,125 Kevin Musai	3,176 Ikram Al-Shobaki	2,603 Carl Weydeman	2,230 Godwill Barungi	2,020 Maziar Taghdiry
10,783 Lily Sakai	4,096 Agnieszka Kusper	3,173 Firat Ucar	2,588 Salaur Khorrami	2,228 Mariana Chirinos De	2,014 Kaisy Kahalany
10,375 Remington Bloch	4,093 Christopher Larsen	3,171 Chris Anderson	2,583 Brendan Walker	Rojas	2,009 Brenna Behan
10,276 Carmen Arroyo	4,089 Bryan Stoddard	3,171 Alessandro Succurro	2,582 Walter Henderson	2,206 Joshua Egyud	1,999 Eriannet Perez
9,207 Abraham Mogilevsky	4,080 Muhammed Ashraf	3,165 Andi Iftiu	2,564 Jessie Holland	2,202 Adam Kidikas	1,998 Giorgi Gogidze
8,211 Michael van Delft	4,072 Kurt Evans	3,161 Asiguy Haugabook	2,548 Mitchell McLaughlin	2,201 Triston Miller	1,998 Evan Pinkerton
7,832 Marshall Fernandez	4,055 Alexandra Longo	3,082 Kevin Ishikane	2,547 Sofia Cedeno Leal	2,200 Gustavo Andres	1,987 Christabel Ornelas
7,622 Richard Tabanji	4,053 Meenakshi Chavis	3,056 Alon Barnur	2,545 Courtney Weseman	Garcia Chirinos	1,984 Kory Louvelle
7,437 Yoel Chacin Gonzales	4,043 Colby Fox	3,041 Dillion Zartman	2,545 Marianne Renauld	Lopez	1,980 Mike Reed
7,270 Spencer Stoyer	3,937 VaShawn Nelson	3,040 Jordan Brown	2,533 Justin Neal	2,199 Jonathan Collins	1,980 Babajide Obashoto
7,176 Ladan Rahbary	3,901 Constance	3,028 Christopher Smith	2,524 Kyle Baggett	2,190 Daryl Graham	1,974 Anthony Marsella
6,770 Samuel Marzula	3,901 Tuiteleapaga	3,026 Yesenia Garcia	2,524 Trace Cary	2,161 Frances Buchanan	1,974 Cassidy Griffin
6,669 Bryan Juskiw	3,787 Viktorious Dugan	3,015 Michael Valent	2,510 Trace Cary	2,156 Enid Franco	1,963 Kashala Guiden
6,651 Roger Fung	3,764 Jennifer Terife	3,015 Jennifer Savino	2,508 Kristi Basho	2,148 Aref Sayegh	1,960 Mark Dushaj
6,381 Derrick Mason	3,725 Dalton Cassavoy	2,999 Lindsay Staffieri	2,497 Simon Reichert	2,144 Kasali Kotun	1,960 Dina Boghdady
6,187 Sean Devens	3,710 Darkis Perez Padron	2,994 Michael Maloney	2,485 Courtney Weseman	2,138 Mark Diskin	1,948 Harvey Quinn
5,880 Max Quasem	3,691 Bradley Blumenshine	2,989 Jenny Alvarez	2,451 Jeff Hardesty	2,135 Marcos Villalobos	1,943 Maximilian Perez
5,872 Joseph Sarasin	3,670 Jacqueline Kabluyen	2,984 Christopher Edinger	2,449 Wendy Peragondej	Morales	1,936 Lincoln Dziekonski
5,831 Kristi Vang	3,662 Natalia Beltran	2,978 David Ferriolo	2,448 David Mayfield	2,129 Kyle Jansen	1,935 Dalton Beam
5,755 Tennon Mather	3,626 Tuiteleapaga	2,976 Tanya Sullivan	2,439 Tanya Diaz	2,129 Sarah Saleim	1,935 Truman Falkner
5,733 Yelitza Dominguez	3,654 Nancy Djendji	2,963 Maria M Ramirez	2,438 Conredge Collins	2,128 Christina Salvatore	1,933 James Hodges
5,716 Joey Kennedy	3,630 Kacie Converse	2,952 Jihad Ottallah	2,422 Esmeralda Cruz	2,122 Beverly Arias	1,933 Cindy Ramirez
5,626 Brooklyn Herod	3,616 Dominick Nieves	2,947 Wilmer Guillen	2,411 Farnaz Fotovat	2,119 Bryce Engstrom	1,929 Sonia Steele
5,620 Shiva Latify	3,592 Jonathan Sultan Levy	2,944 Samuel Holden	2,411 Emily Klich	2,117 Emily Klich	1,929 David Jimenez
5,545 Roger Fredericks	3,573 Rachael Frankino	2,927 Danial Arif	2,386 Nancy Nunez De	2,116 Andreina Teran Torres	1,927 Ruben Soberanes
5,478 Alex Jankowski	3,556 Magaly Una	2,927 Nikolla Luljguraj	Colls	2,114 Leonardo Zaracual	1,921 Maria Galvez
5,425 Edward Leon	3,555 Jillian Getz	2,920 Mackenzie Burchett	2,374 Sonia Tyner	2,111 Henry Jacobs	1,913 Noah Vongunden
5,267 Mathew Kahwaji	3,528 Alex Miller	2,914 Michelle Lopez	2,372 Sharon Potter	2,109 Jose Cuellar	1,912 Peer Shmelzer
5,156 Joshua Hosenbold	3,514 Samuel Benton	2,894 Rebecca Amundson	2,365 Joseph Massucci	2,107 Jacob Krieger	1,910 Kortney Krystik
5,119 Alipate Makau	3,496 Srinivas Yerraganti	2,884 Spencer Kozej	2,365 Christian Gojcaj	2,103 Mike Allen	1,907 Ivan Villalobos
4,978 Dairon Arbona	3,380 Jesse Fullmer	2,802 Roydon Riki	2,361 Anne Banco	2,101 Adam Calnan	1,901 Ariel McAlister
Fonseca	3,374 Tomarus Burks	2,802 Justin Sherman	2,343 Justin Sherman	Muhammad	1,896 Melissa Grieb
4,862 Arturo Romero	3,364 Lindsay Belham	2,780 Barbara Joynt	2,341 April Ross	Mansoor	1,893 Katherine Carter
4,665 Scott Whitford	3,350 Nathan Hunt	2,753 Nicole Cenkner	2,339 Jennifer Anthes	2,096 Michael Francoeur	1,887 Kristie Wagner
4,630 Troy Plummer	3,349 Calvin Irving	2,735 Jonathan Da-Al	2,323 Mariana Morales	2,093 Alyssa Duncan	1,879 Ashley Kopchak
4,569 Brandon Neal	3,342 Joel Nunez	2,732 Eric LaBossiere	2,321 Eric LaBossiere	2,088 Dustin Holtz	1,872 Lisa Richardson
4,524 Blair Sheppard	3,337 Daniel Paravisini	2,719 Michelle Scourtos	2,314 Colin Ghee	2,084 Daniela D Gomez	1,872 David Rigney
4,496 Hilsy Perez	3,315 Adalberto Paz	2,700 Nathan Labranche	2,298 Steve Hartman	2,082 Rea Lynch	1,872 David Stuart
4,445 Hannia Zarate Torres	3,309 Marie Patton	2,683 Amir	2,298 Christina Scanlon	2,073 Carson Yakish	1,869 Jeffrey Lacerte
4,378 Brandon Bennett	3,300 Sione Maumau	Hector Cruz	2,297 Hector Cruz	2,070 Shayla Harris	1,867 Dustin Dunbar
4,343 Tachane Joseph	3,291 Logan Klink	2,682 Ellen Tuttle	2,289 Franca Medina	2,064 Julia Loboda	1,865 Ashley Mysza
4,277 Epifania Segovia	3,280 Daniel Rock	2,676 Pa Alieu Kasseh	2,264 Jessica Perez Fuentes	2,057 Austin Allen	1,864 Meagan Payne
Barreto	3,264 Sean Taylor	2,617 Tiffney Harmouche	2,248 Preeti Sahgal	2,052 Dianka Blash	1,861 David Melendrez

\$ 1,851 William Parmeter	\$ 1,653 Yauri Victoria	\$ 1,469 Noor Musleh	\$ 1,329 Oriana Lezcano	\$ 1,211 Alexis Poe	\$ 1,080 Anthony Salerno
1,851 Enri Sako	1,649 Osiris Kessinger	1,468 Adrian Bendo	1,328 Cherod Gadson	1,209 DeAnthony Hartman	1,078 Jessica Specht
1,850 Christian Cox	1,645 Drew Johnson	1,468 Luz Cortes	1,326 Sarha Pericevic	1,204 Kristy Phipps	1,076 Diane Young
1,848 Calvin Dickherber	1,639 Keith Moran	1,463 Chad McLaughlin	1,323 Aisha Ahmad	1,201 Matthew Sturgis	1,076 Danielle Guin
1,842 Cesar Castillo	1,636 Riche Haye	1,461 Jordan Viage	1,323 Maria Diringner	1,199 Braydon Cameron	1,074 Connor Meakins
1,841 Jerry Allien	1,633 Paola Ramos	1,458 Sherita Thompson	1,320 Jason Kuepfer	1,198 Leoneysa Ceballos	1,073 Evelyn Romero
1,837 Miguel Diego	1,631 Michael Hutchinson	1,453 Emily Rogers	1,319 Luke Leboeuf	1,198 Bruce Rojee	1,073 Luis Ayala
Esquivel	1,621 Cody Langston	1,449 Rachel Salomaa	1,317 Veronica Britos	1,194 Walter Hayden	1,073 Brent Henderson
1,836 Michele Faul	1,620 Angela Rodriguez	1,448 Bezwat Girra	1,316 Dawn Rouanzoin	1,190 Trace Johnson	1,073 Jacob Freeman
1,834 Jordan Study	1,615 Evelyn Howell	1,445 Andrew Jeans	1,315 Yatianna Tirado	1,188 Steven Scheele	1,073 Shanna Eller
1,825 Marvelie Sanchez	1,611 Ricky Gandhi	1,444 Amanda Thompson	1,315 Wilbert Woods	1,187 Givi Maisuradze	1,070 Mohamed Ghodhani
1,822 Phi Phan	1,609 Kevin Beaver	1,443 Alexander Jesus	1,310 Jordan Hamrick	1,187 Cash Sampson	1,062 Kyla Greig
1,813 Yolette Mompont	1,604 Sarelisa Marin De	Velasquez Carneiro	1,308 Linda Marquez	1,184 Sara Hart	1,061 Travis Carpenter
1,808 Rachel Watson	Diaz	1,441 Oscar Gastelum	1,303 Kacey Morgan	1,184 Juan Nunez	1,059 Daniela Fraga Marini
1,808 Rocio Urquilla	1,602 Katie Stahulak	1,441 Kaylee Steinkuehler	1,299 Ralph Sinclair	1,184 Dale Fortune	1,059 Alexis Evangelista
1,803 Rovena Luljguraj	1,601 Kempton Perry	1,441 Darius Yousif	1,298 Luke Reiter	1,183 Jenae Willis	1,057 Scott Urbanowicz
1,801 Ashley Brosious	1,600 Justin Diaz	1,441 Ryan Bevan	1,296 Jorge Alvarez	1,183 Kayona Witter	1,056 Kennedy West
1,800 Josh Spence	1,599 Marian Gerges	1,440 Susana Vargas	1,290 Tony Georges	1,178 James Snipes	1,056 Daniel Li
1,798 Jorge Villamizar	1,594 Anibal Lopez	1,437 Maria Papilago	1,290 Carlos Navas	1,177 Mayaribe Rivas Delsi	1,056 Katheryn
Cedeno	Hernandez	1,435 Christopher McGlynn	1,287 Steven Valentim	1,173 Betsy Adney	Frugé-Browder
1,793 Anuar Munoz Limia	1,594 Anthony Greco	1,434 Natasha	1,286 Sharissa Andreas	1,170 Michael Conner	1,055 Summer Bekhit
1,791 Michael Carter	1,594 Alan Vargas	Carvalho-Miner	1,286 Nicole Guiho	1,170 Ivoni Fuimaono	1,054 Sayed Hashimi
1,790 Marcos Mendoza	1,592 Kristina Fennessy	1,432 Kevine Hart	1,284 Samuel Drummond	1,168 George Forte	1,052 Jonathan Rindt
Cedeño	1,591 Zachary Poker	1,430 Mario Morillo	1,281 Andres Liranzo	1,167 Myles Coston	1,050 Santoria Quick
1,788 Nikolai Zollinger	1,591 Jordan Jones	Gonzalez	1,281 Andrew Brown	1,166 Dedra Swan	1,050 Brady Hanson
1,785 Diana Ransom	1,585 Elio Mertiri	1,429 Diallo Mitchell	1,280 Lauren Appelbaum	1,165 Carlos Azuaje	1,050 Carlos Camacho
1,782 Traci Alderman	1,583 Kylee Blehm	1,427 David Soto	1,279 Justin Adams	1,163 Robin Bach	Medina
1,779 Michael Gamboa	1,579 Michael Giachetti	1,426 Michael Joseph	1,276 Paola Marin	1,160 Jairo Cabrera	1,049 Richard Hovis
1,779 Vyacheslav Vasilenko	1,573 Omaira Garces	1,425 John Franklin	1,275 Flor Tapia	1,159 Alexander Valenzuela	1,049 Garry Ellis
1,773 Anthony Williams	1,568 Tyler Menge	1,421 Donald Gregoire	1,275 Michael Williams	1,157 Bryon Eddinger	1,045 Sarek Osborne
1,770 Gunnar Jorstad	1,562 Michael Velasquez	1,418 Adaiza Rijo	1,272 Michelle Olivo	1,157 Joseph Michelin	1,044 Paula Thompson
1,770 Nicholas Beyer	1,560 Vishwanath Sankaran	1,415 Daniel Bean	1,271 Cristian Cartagena	1,150 Dorothy Ibe	1,044 Leticia Irving
1,768 Logan Oleary	1,551 Kayla Kuhn	1,413 Patricia Forbes	Clemente	1,149 Jasmin Rodriguez	1,043 Sarah Walter
1,768 Raveen Franklyn	1,544 Scott Jay	1,411 Lili McLaughlin	1,269 Stacie Freye	1,149 Elizabeth Wallin	1,042 Kevin Valentin Ross
1,767 Fabian Soriano	1,544 Ashkan	1,411 Amy Shui	1,269 Zachary Hofreiter	1,149 Melissa Hayfa	1,040 Yacoub Alomari
1,757 Charlene Vasquez	1,543 Margarita Hickman	1,406 Iranidys Rivas	1,267 Dawid Liniewski	1,145 Maxon Elozier	1,039 Jordan Ballard
1,753 Hala Herballi	1,541 Hernan Rodriguez	1,401 Greta Wilson	1,266 Andrew Leah	1,145 John Orr	1,039 Terrell Gray
1,734 Anziani	Becerra	1,400 Jake Kim	1,264 Richard Sidoti	1,143 Kathryn Nummy	1,039 Bryan Froneyberger
1,731 Diego Vilchez	1,539 Robert Burns	1,399 Tamara Manning	1,262 Hans Klink	1,140 Garron Moffett	1,039 Ahmad Aqel
1,727 Tiffani Tavormina	1,530 Carlos Marin	1,396 Kingsley Ibeh	1,260 Alicia Rosales	1,139 Martin Salavec	1,038 Alexander T Cohen
1,727 Samuel Morrison	1,527 Samantha Shannon	1,392 Bradley Christiansen	1,257 Brian Melvin	1,139 Hayden Sheppard	1,035 Scott Florin
1,724 Tyler Tasa	1,526 Elisabeth Lucas	1,389 Alvin Ng	1,255 Amy Laughlin	1,136 Hayden Sheppard	1,035 Scott Florin
1,723 Nicholas Gomez	1,525 Donald Wolak	1,388 Kamyar Soleymani	1,253 Henry Russell	1,136 Hayden Sheppard	1,035 Scott Florin
1,716 Damon Sims	1,525 Wesley Scott	1,388 Christopher Ross	1,253 Ryan Vance	1,133 Herivelto Pereira	1,033 Mason Duty
1,712 Wesley Scott	1,523 James Sherwood	1,383 Raheem Nubani	1,253 Ryan Vance	1,132 Ryan Cummings	1,032 Ayisha Henry
1,705 Richard Carter	1,523 Alvin Ali	1,373 Claudia Jacquet	1,248 Tahisha Beresford	1,131 Kledian Malaj	1,032 Carly Ferraro
1,701 Joanne Patten	1,522 Tanner Duy	1,363 Morvardi Tadayan	1,246 Maria Elisa Moros	1,129 Michelle Garcia	1,032 Christine LaGambina
1,696 Genesis Castillo	1,521 Darius Rowan	1,362 Sandy Metellus	Ojeda	1,128 Victor Ledesma	1,032 Devin Lewis
1,695 Cross Steplowski	1,521 Samantha Lopicollo	1,361 Gregory Caldwell	1,244 Clayton Friday	1,125 Ian Perez Peon	1,031 Vanessa Card
1,691 Bryan Brasil	1,514 Sullen Nguyen	1,360 Jennifer Lucero	1,244 Rafael Osio Rangel	1,125 Vanessa Rodriguez	1,031 Vanessa Card
1,687 Robert Taupau	1,510 Daniel Hanson	1,360 Nasser Mattar	1,244 Bradley Gienger	1,123 Miguel Serrano	1,028 Kwabena Antwi
1,683 Angel Lee	1,506 Kassandra Nepean	1,359 Sally Wilson	1,243 Alex Grushko	1,119 Joseph Bally	1,027 Michael Nehme
1,681 Ireland Simi	1,506 Ed-Maggie Myrthil	1,359 Demarcus Oliver	1,242 William Murtha	1,118 Joseph Bally	1,027 Meagan Blevins
1,680 Trevor Bailey	1,502 Isabel Ruano	1,358 Tiffany Harris	1,242 Humberto Vivas Soto	1,115 Joshua Nieto	1,025 Christian Salcedo
1,679 Joshua Hill	1,502 Roberto Samano Diaz	1,357 Kristin Trammer	1,241 Joseph Hedborn	1,113 Jacoby Barry	1,021 Steven Smith
1,672 Andrea Bratcher	1,498 Edward Peterson	1,356 Tabitha Sanders	1,241 Juan Leonardo	1,112 Raymond Angeles	1,021 Nicole Wright
1,671 Stefani Miller	1,496 Alvin Johnson	1,353 Jacqueline Greagrey	1,239 Michael Scarborough	1,111 Abraham Muruackick	1,020 Wayne-Michael Furr
1,669 Orett Nelson	1,491 Horace Johnson	1,352 Michael Ellis	1,232 Carmen Joasoto	1,109 Alexandra Gasper	1,018 Cassandra Havel
1,668 George Ray	1,490 Herlin Celicourt	1,351 Alexander Gross	1,231 Sallie Grayson	1,109 Ana Olvera	1,018 Ana Aponte
1,667 Jenny Anderson	1,488 Faith Jones	1,350 Jonathan Ballard	1,230 Michelle Mendez	1,108 Cameron Labrie	1,017 Nicholas Montiel
1,667 Frederick Cole	1,486 Kathleen Mezick	1,349 Noe Perez	1,229 Reinaldo Martinez	1,103 Casey Arbuckle	1,017 Patricia Zeitz
1,663 Janine Yingling	1,483 Douglas Mosher	1,338 Joachim Jean	1,228 Hasan Ghazal	1,103 Kyiara Celmel	1,016 Brenda Karagiannis
1,660 April Taylor	1,480 Tamara Leong	1,336 Scott Leathers	1,224 Sandra Dumas	1,102 Omiwoyil	1,013 Cherie Burke
1,660 Mark Hart	1,478 Aminde Reyes	1,335 Nicole Dudden	1,224 Kayle Mace	Akinfolarin	1,013 Vitto Sanoja Russo
1,660 Jose Moreno	1,477 Wendy Harris	1,332 Julieeth Vargas	1,223 Taikendy Trinh	1,224 Clayton Friday	1,102 Brendan Gilbert
Mendez	1,476 Trisha Jones	1,331 Rosa Colmenares	1,219 Stanley Stephen	1,244 Rafael Osio Rangel	1,101 Laurekins Pardovani
1,658 Roxie Soto	1,473 Eldine Mpanzu	Borrego	1,217 Victor Liu	1,244 Bradley Gienger	1,099 Iris Borton
1,658 Tyler Teague			1,217 Jonah	1,243 Alex Grushko	1,099 Kimberly Ramirez
1,655 Christopher Montoni			Mullins-Wilson	1,242 William Murtha	1,008 Andrew Chambers
			1,215 William Curl	1,242 Humberto Vivas Soto	1,006 Tyler McKnight
			1,214 Victoria Lopes	1,241 Joseph Hedborn	1,004 Edgar Carruyo
			1,213 Mario Borino	1,241 Juan Leonardo	1,003 Kettia Simon
			1,212 Lloyd Patterson	1,239 Michael Scarborough	1,001 Victor Romero

LEADERSHIP BONUS

1



MORIAH CHANDLER

\$34,823
Henderson-Locker

2



MARK DUSHAJ

\$30,398
AO

3



ENO IFTIU

\$25,083
AO

4



NAFIC DJENDJI ABDEL KHALEK

\$22,979
Jesus Romero

5



ERIC THOMPSON

\$20,386
S-S-Parks-Salvaggi

FEBRUARY BONUS LEADERS

PAYOUT: \$1,604,787

QUALIFIERS: 850

\$ 34,823 Moriah Chandler	\$ 6,280 Duane Shaw	\$ 4,188 Kyle VanBibber	\$ 3,075 Slavita Hut	\$ 2,573 Rielly Maher	\$ 2,159 Joshua Notte
30,398 Mark Dushaj	6,242 Ian Zollos	4,178 Jenny Kim	3,032 Daniel Pacheco	2,570 Amr Shater	2,143 Jonathan Ojendi
25,083 Eno Iftiu	6,120 Evan Stewart	4,176 Tecole Smith	3,028 Anthony	2,569 Jhanna Valerio Vivas	2,140 Brenda Fox
22,979 Nafic Djendji Abdel Khalek	6,013 Andrew Bishop	4,163 Priscilla Blanco	Mazurkewicz	2,567 Jake Yagjian	2,133 Joshua Dishong
20,386 Eric Thompson	5,987 Jason Bratin	4,090 Alexis Pineiro	3,024 Steven King	2,552 Nelson Desmond	2,132 Kingsley Hansen
19,541 Patrycja Grudzinska	5,884 John Santosuosso	4,069 Brent Bowling	3,023 Jessica Specht	2,530 Darrin Roberts	2,128 Tyler League
17,819 Joseph Tomanovich	5,808 Bobby Hamilton	4,040 Ryan Stenglein	3,005 Doris Martinez Garcia	2,519 David Staffieri	2,126 Nabil Atallah
17,530 Zach Otto	5,753 Andi Iftiu	4,019 Phillip Rigoli	3,004 Agnieszka Kusper	2,513 Arianna Jones	2,116 Anthony Chinaglia
15,058 Joseph Crivelli	5,721 John Torres	4,013 Ryan Slone	2,984 Matthew Hudlin	2,497 Luis Osorio Bello	2,107 Storm Hutskal
14,766 Joshua Olin	5,706 Jean Romero Capote	4,001 Antonino Taormina	2,984 Matthew Sutton	2,487 Morgan Lobello	2,107 Saul Lopez
14,560 Bruce Viaje	5,675 Meaghan Krecsko	3,994 Phi Phan	2,984 Jonathan Conner	2,466 Arianna Daluz	2,097 Rosmery Gomez Castillo
13,347 Brandon Minor	5,666 Jillian Getz	3,939 Bruno Nuro	2,973 Bledar Bane	2,454 Michelle Olivo	2,092 Maria Bonilla Borrego
13,072 Arif Hajro	5,652 Victoria Lewis	3,935 Sabrina Ashraf	2,973 Lorena Barriere	2,449 John Vacca	2,075 Jeffery Thiel
12,782 Travis Picklesimer	5,572 Nicholas Chuma	3,931 Mark Reilly	2,973 Lorena Barriere	2,430 Jeremiah Russin	2,074 Kurt Evans
12,663 Chris La Fond	5,552 Brandon Summerton	3,930 Anthony Salerno	2,954 Dustin Dunbar	2,417 Brandon Hughes	2,072 Daryl Graham
12,504 Edgar Velasquez Romero	5,477 Joshua Goodman	3,915 Justin Diaz	2,926 Jovanie Scarlett	2,414 Daniella Torres	2,045 Daniel Perkins
11,810 Matthew Conrad	5,474 Joseph Rotolo	3,888 Bobby Park	2,924 Juan Olvera	2,413 John Schaeffer	2,036 Christopher McGlynn
11,405 Mark Neilson	5,406 Clint Perry	3,866 Diego Alvarez	2,894 Nicole Preston	2,411 Doron Freud	2,025 Jonathan Giaco
11,189 Tami Chaimov	5,356 Patrick Knouse	3,829 Patrick Knouse	2,894 Daniel Li	2,394 Mac Duddy	2,020 Gunnar Jorstad
10,892 Jean M Joseph	5,334 Chris McFoy	3,793 Carlo Buhay	2,875 Tomarus Burks	2,375 Iv Menache	1,998 Ricardo Franco
10,754 David Carpenter	5,311 Zackarea Hakim	3,787 Chilynn Acevedo	2,872 Jake Gelb	2,369 Jacob Krakora	1,997 Massoud Vaziri
10,465 Ashley Rust	5,287 Brian Jerome	3,708 Rita Rider	2,871 Melinda-Rae Lyse	2,366 Tamar Epton	1,994 James Sodan
10,292 Jonathan Rindt	5,280 Alec Seibold	3,696 Damen Hartwick	2,862 Morgan Tranquist	2,364 Jordan Jones	1,989 Cole Hatfield
10,121 Jose Aranguren	5,221 Hector Luque	3,672 Zachary Hager	2,852 Fouad Gerges	2,326 Marsei Hogan	1,985 Sergio Carta
10,053 Daniel Prinzo	5,161 Melissa Sidoti	3,622 Jordan Stelzer	2,831 Justin Hermann	2,322 Troy Williams	1,960 Aliya Johansen
9,934 Arturo Romero	5,134 Veronica Coval	3,591 William Thomas	2,815 Magda Figueiredo	2,318 Adrain Alfred	1,958 Steven Counts
9,829 Bobby Gujral	5,119 Maria Elisa Moros Ojeda	3,582 Cara DeFiore	2,812 Alan Sedaghat	2,310 Luis Velasquez	1,956 Mercedes Bens
9,196 Yelitz Dominguez	5,056 Alberto Alcalá	3,561 Toni-Ann Allen	2,777 Daniel Ramirez	2,302 Ed-Maggie Myrthil	1,952 Danny Juskiw
8,897 Alejandra Ramos	4,926 Gregory Rudolph	3,537 Gabriel Rocha	2,765 Aaron Parks	2,295 Nick Scordos	1,945 Zachery Kertulis
8,339 Jeffrey Espinal	4,903 Spencer Kozej	3,528 Alfredo Garcia	2,752 Francesca Veltri	2,293 Aaron Piotrowski	1,938 Eric Snyder
8,226 Tyler Church	4,903 Luis Barbaresco Garcia	3,495 Minh Phung	2,746 Bryan Brasil	2,285 Katie Stahulak	1,935 Eddie Gonzales
7,938 Jozef Tinaj	4,903 Steven Warner	4,903 Luis Barbaresco Garcia	2,724 Carlos Frias Caraballo	2,281 Ashkan Khoshmagham	1,926 Tyler Tasa
7,750 Kamal Tayyib	3,346 Maria Martinez	4,815 Kelly Schoenherr	2,714 Conor Markins	2,279 Venus Grier	1,916 Francis Ingulli
7,683 Adrienne Bragas	3,345 Chase Miller	4,791 Jessica Chang	2,713 Omar Billy	2,265 Astrid Castrillon	1,906 Reynolds Akuamo
7,389 Tucker Gregor	3,344 Derek Foore	4,778 Carrington Hanna	2,709 Mark Bernsdorff	2,264 Jorge Toribio	1,904 Hasan Ghazal
7,266 Paul Samra	3,343 Shahab Mahdavinejad	4,727 Mark Lahijani	2,708 Ryan Wilson	2,244 Aaron Patt	1,900 Jihad Ottallah
7,039 Michael McKiernan	3,306 Adam Wheeler	4,626 Marisa Willgruber	2,671 Aaron Friedlander	2,244 Colin Ghee	1,898 Raiq Hussain
6,988 Mohamed Shogar	3,285 Taleb Jammoul Hajali	4,597 James Fangmann	2,657 Matthew McDowell	2,233 Elvis Cartaya	1,896 Cory Moncol
6,965 Ireland Sirni	3,229 Nairobi Contreras	4,532 Saury Espailat	2,652 Kurt James MacMillan	2,232 Ryan McIntosh	1,891 Danielle Custis
6,828 Daniel Zotter	3,213 John Catalano	4,477 Derek Johnson	2,639 Kade Beck	2,215 Monica Montgomery	1,885 Marvin Fernandez
6,823 Vincent Massari	3,136 Laila Abadi	4,456 Clayton Slaughter	2,622 Genesis Rosario	2,212 Armando Aiello	1,883 Corey Helwig
6,691 Scott Wheeler	3,131 Christina Shanno Baldwin	4,384 Jeanine Barlettano	2,593 Andrew Elledge	2,198 Christian Gojcaj	1,854 Alexandra Berberich
6,679 Alon Barnur	3,117 Anthony Solano	4,238 Alipate Makaui	2,588 Kelly Ekker	2,172 Victoria Lindner	1,839 Joshua Reyes
6,483 Darrell Asbell	3,094 Ervin Metaj	4,204 Peter Kwiatkowski	2,574 Elyse Bryan	2,165 Stella Roznovan	1,835 Leonardo Alsina

\$ 1,833 Nadia Bailey-Robinson	\$ 1,508 Dale Fortune	\$ 1,249 Johny Gerges	\$ 1,024 Stephen Davis	\$ 795 Anton Ljilj Juraj
1,831 Tichina Haughton	1,507 Lisa Lawrence	1,249 Matthew Hunsberger	1,019 Justin Rydzziel	786 Klaudio Merizaj
1,827 Jennifer Ragan	1,504 Nakita Fortin	1,244 Laura Graham	1,017 Daniel Orr	785 Nicklaus Boker
1,817 Diego Vargas	1,502 Skay Nusenu	1,242 Timothy Welsh	1,014 Casey Combs	772 Preston Klutz
1,817 Marvelie Sanchez	1,494 Kendall Wilson	1,237 Christopher Gilbert Brody	1,006 Mariah Luquin Botello	771 Ayana Hill
1,806 Jeffrey Hall	1,491 Holly Bonhorst	1,232 Maughan-Evanson	1,004 Arnessa Beamon	764 Andrew Hynan
1,796 Mayra Gutierrez Rodriguez	1,488 Kristi Mills	1,223 Ryan Hritz	1,001 Kevin Kennedy	757 Jeff Wentworth
1,792 Steve Svendsen	1,468 Paul Kelly	1,221 Christopher Bungay	996 Morella Parejo	755 Ronald Davis
1,788 Joseph McCallister	1,465 Zachary Poker	1,220 Jagdish Sukhu	985 Willie Cummings	752 Woodrow Kincaid
1,786 Jesse Doherty	1,454 Karen Salek-Cuzmar	1,220 Melinda Skinner	985 Willie Cummings	752 Ashley Johnston
1,778 Ali Krayem	1,447 Duni Olusegun	1,218 Luay Ghawi	977 Steve Hartman	746 Sirdaniel Turner
1,774 George Shafiek	1,447 Michelle Gould	1,214 Francisco Morell	977 Andrea Schmitt	744 Trace Johnson
1,773 Cristina Fox	1,446 Klaudio Burghardt	1,214 Raymond Risucci	962 Michael Wright	744 Mark Lomonaco
1,767 Joshua Egyud	1,427 Raymond Risucci	1,425 Bryce Engstrom	950 Carey Hartman	743 Jessica Daniels
1,753 Seth Frisby-Jack	1,425 Bryce Engstrom	1,414 Carmen Pena Guedez	949 Robert Jackson	735 Rosa Teixeira
1,752 Dustin Hess	1,414 Carmen Pena Guedez	1,414 Jennifer Spalding	949 Colin Kowet	729 Stefani Miller
1,746 Justin Sutton	1,414 Jennifer Spalding	1,409 Daniel Umbertone	934 Kevin Butchino	728 Patrick Keohane
1,742 Taurean Flournoy	1,409 Daniel Umbertone	1,398 Travis White	925 Nathan Hunt	721 Mark Auvil
1,735 Avion Johnson	1,398 Travis White	1,391 Enri Sako	925 Jesus Parra	710 Matthew Kerfoot
1,716 Phoebe He	1,391 Enri Sako	1,391 Mark Banks	921 Marvin Gonzalez	709 Richard Sidoti
1,706 Anthony Marsella	1,391 Mark Banks	1,387 Sabrina Levi	916 Aldalyne Aldana Bello	707 Patricia Cicerale
1,696 Lauren Vassallo	1,387 Sabrina Levi	1,371 Temesghen Starr	915 Jesse Benwell	706 Brittmarie Yarian
1,682 Gabriela Sime	1,371 Temesghen Starr	1,368 Christopher Fortenberry	914 Rossana Carruyo Parra	698 Michael Burningham
1,678 Khadijah Muhammad	1,368 Christopher Fortenberry	1,367 Andrew Chambers	913 Kwabena Antwi Olvera	695 Jennifer Jantzen
1,656 Kimberly Hamilton	1,367 Andrew Chambers	1,357 Thomas J Vena	913 Gonzalo Buitron	690 Kenson Delva
1,653 Katelyn Ucar	1,357 Thomas J Vena	1,352 Molly Remhof	901 Iffrah Tahir	687 Begona Patino-Lopez
1,644 Conner White	1,352 Molly Remhof	1,350 Tyler McKnight	895 Caren Deanda	686 Vanessa Farias
1,639 Alexander Gross	1,350 Tyler McKnight	1,343 Morvarid Tadayon	893 Kelechi Anele	666 Keeland Bryant
1,614 John Collins	1,343 Morvarid Tadayon	1,340 Kimberley Ellis	884 Victor Romero	666 Funmilola Elumade
1,600 Richard Whyte	1,340 Kimberley Ellis	1,329 Christopher Botelho	884 Alyssa Shamsi	665 Daniel Foore
1,599 Shiv Patel	1,329 Christopher Botelho	1,322 Elias Boles	870 Lauren Smalley	665 Heather Graham
1,584 Travis Vaughn	1,322 Elias Boles	1,311 Adianeza Rodriguez	844 Matthew Abdo	662 Vicki Henderson
1,575 Nicole Herrin	1,311 Adianeza Rodriguez	1,307 Breyon Williams	843 Sione Maumau	658 Levar Morgan
1,571 Kevin Gillum	1,307 Breyon Williams	1,295 Estephanie Montecillo	842 Katie Mitchell	649 Ashley Kopchak
1,570 Tanner West	1,295 Estephanie Montecillo	1,291 Hugo Flores	840 Lawrence Smith	649 Brandon Schwed
1,564 Deanna Arceno	1,291 Hugo Flores	1,280 Tabitha McDermid	825 Joshua Jackson	648 Kasali Kotun
1,555 Austin Macias	1,280 Tabitha McDermid	1,276 Gloriet Liscano Gamero	821 Dan Williams	647 Brenna Behan
1,547 Matthew Ward	1,276 Gloriet Liscano Gamero	1,269 Ryan Witham	818 Christina Salvatore	646 Crystal Dugger
1,535 Jadelene Welty	1,269 Ryan Witham	1,268 Johnny Ly	815 Cody Langston	644 Anthony Aiello
1,526 Michael Giachetti	1,268 Johnny Ly	1,253 Krystal Walters	812 Daniel Lopez-Velasquez	643 Anthony Iacovino
1,523 Sokol Fazliu	1,253 Krystal Walters	1,251 Zachery McHattie	804 Miguel Diego Esquivel	640 Dillon Kuehne
1,514 Mohamad Awdi	1,251 Zachery McHattie		797 James Evans	640 Sayed Hashimi
1,513 Allan Allas			796 Adem Abdula	638 Christopher Hintz
1,510 Danisabel Rodriguez			796 Mickey Adkins	636 Frederik Diaz Mata
				634 Fatima Jaguros

\$ 633 Rebecca Patterson
\$ 631 Trevor Bailey
\$ 629 Erica Robertson
\$ 626 Michael Romero
\$ 625 Chad Boskat
\$ 624 Samuel Artzis
\$ 615 Cristian Yanez Ojeda
\$ 615 Michael Cirelli
\$ 611 Leonel Lazcano
\$ 611 Kara Roenspies
\$ 609 Sky Plunkett
\$ 609 Cayla Ellenberger
\$ 607 Steve Bryant
\$ 606 Jacob Kieffer
\$ 603 Rachael Fleming
\$ 598 James Romero
\$ 598 Tevin Overton
\$ 598 Zindora Crawford
\$ 591 Jason Green
\$ 586 Tyler Ortiz
\$ 586 Katy Rivera
\$ 583 Jeffery May
\$ 575 Rana Shirer
\$ 573 Beau Minnick
\$ 572 Michael Castro
\$ 567 Richard Phaturous
\$ 554 Sean Smith
\$ 550 Noah Vongunden
\$ 546 Sarah Reay
\$ 545 Daniela Rangel
\$ 545 Alexandra Jaeger
\$ 538 Brian Morris
\$ 537 Cherod Gadson
\$ 537 Carolyn George
\$ 524 Stephen Bowen
\$ 521 Laura Chavez
\$ 519 Edon Nevzadi
\$ 517 Jacob Russell
\$ 511 Henry Jacobs
\$ 511 Jessie Holland
\$ 511 Jamie Beuschel
\$ 508 Nathan Stuck
\$ 505 Joseph Bell

RGA LEADERSHIP BONUS

1



MARIO HAJRO
\$80,994
AO

2



ROBERT JANEV
\$44,434
Sabrina Lloyd

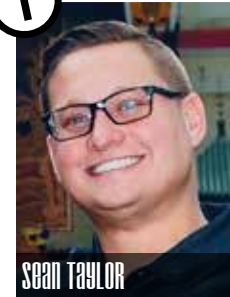
3



TAHIS QUINTERO BONILLA
\$36,099
Jesus Romero

SA/YA DIRECT CODE FIELD TRAINING BONUS

1



SEAN TAYLOR
\$22,035
Henderson-Locker

2



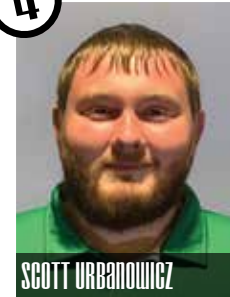
LUIS BARBARESCO GARCIA
\$16,403
Richardson Latino Division

3



CHARLIE BERMUDEZ
\$14,013
Hemerson Gonzalez

4



SCOTT URBANOWICZ
\$12,968
Henderson-Locker

5



NANCY DJENDJI
\$9,296
Jesus Romero

FEBRUARY BONUS LEADERS

PAYOUT: \$1,064,861

QUALIFIERS: 208

\$ 80,994 Mario Hajro	\$ 9,451 Mark Lahijani	\$ 4,815 Andrew Chambers	\$ 2,875 Brian Jerome	\$ 1,989 Tyler Worstell	\$ 1,192 Rielly Maher
44,434 Robert Janev	8,897 Adianeza Rodriguez	4,787 Ashley Clarke	2,862 Daniel G. Johnson	1,970 Michael McKiernan	1,134 Clint Perry
36,099 Tahis Quintero Bonilla	8,511 Justin Sutton	4,645 Joshua Jackson	2,852 Daniel Orr	1,953 Casey Kunash	1,052 Alexandra Graham
34,823 Joe Lewo	8,489 Astrid Castrillon	4,605 Gary Slocum	2,795 Taurean Flournoy	1,952 Bryan Juskiw	1,019 Matthew Hudlin
30,527 Mark Neilson	8,323 Clayton Slaughter	4,545 Sara Vaz	2,709 Gregory Rudolph	1,944 Joshua Goodman	1,006 Noe Perez
25,747 Justin Adams	8,264 Britton Costa	4,530 Duane Shaw	2,708 Adam Kidikas	1,935 Raul Rojas	977 Andrew Hynan
23,996 Andrew Bishop	8,230 James Soda	4,477 Stella Roznovan	2,702 Dustin Dunbar	1,773 Magda Figueiredo	952 Donald DeVoise
22,764 Joshua Olin	8,179 John Vacca	4,372 Kelly Ekker	2,657 Patrick Donovan	1,771 Samantha Ralston	915 Christopher Bungay
21,855 Bobby Gujral	7,794 Christopher Hintz	4,238 Paul Kelly	2,652 Hasan Ghazal	1,746 Anthony Mazurkewicz	840 Tiffany Babin-Washington
19,677 Reynolds Akuamoaa	7,681 Daryl Graham	4,188 Conor Markins	2,622 Chilynn Acevedo	1,742 Tim McAdams	815 Alex Kae
17,986 Mike Paragiou	7,595 Sergio Carta	4,176 Adrain Alfred	2,610 Derek Foore	1,706 Robert Jackson	799 Mavrick Fredericks
17,903 Walter Icaza	7,590 Patrick Knouse	4,163 Phi Phan	2,562 Doron Freud	1,706 Veronica Coval	755 Ed-Maggie Myrthil
17,688 Corey Helly	7,357 Pedro Lemos	3,935 Amr Shater	2,552 DeShawn Moore	1,678 John Collins	744 Justin Hermann
17,124 Helgi Bistochett Navarro	7,354 Matthew Diulus	3,913 Meaghan Krecsko	2,519 Ryan Wilson	1,564 Kevin Butchino	744 Michael Burningham
17,050 Kimberly Hamilton	7,299 Matthew Conrad	3,893 Zach Otto	2,417 Kingsley Ibeh	1,553 Tyler Ortiz	735 Peter Gabranski
16,393 Brody Maughan-Evanson	7,082 Bobby Hamilton	3,737 Randall Cook	2,417 Bruce Viaje	1,536 David Rigney	733 Slavita Hut
12,782 Tony Geer	6,947 Raymond Risucci	3,668 Michael Russin	2,399 Michael Battaglio	1,535 Chris McFoy	712 Duni Olusegun
12,267 Tyler Boulden	6,828 John Santosuosso	3,537 Steve Bryant	2,394 Morgan Lobello	1,535 Chris McFoy	678 Conner White
11,896 Joseph Tomanovich	6,679 Melinda-Rae Lyse	3,521 David Bilotti	2,321 David Bilotti	1,472 Joseph Rotolo	668 Brenda Fox
11,851 Matthew Turnquist	6,407 Alberto Alcala	3,483 Michael Gerstein	2,310 Alexis Naranjo	1,446 Eno Iftiu	662 Jennifer Ragan
11,802 Andy Batten	6,253 Gabriela Sime	3,221 Sokol Fazliu	2,265 Aaron Piotrowski	1,442 Ryan Crawford	646 Johnny Fuller
11,254 Cody Gardner	6,146 Chase Miller	3,213 Jason Bratin	2,265 Aaron Piotrowski	1,418 Jesse Rennich	644 Alexander Gomez
10,432 Eric Thompson	5,916 Ryan Stenglein	3,208 Steven King	2,257 Anton Ljuljdjuraj	1,414 Matthew Bogle	644 Christopher Montoni
10,292 James Marks	5,891 Ryan Hall	3,136 Adem Abdula	2,244 Aaron Parks	1,391 Stephen Jeung	3,083 Jose Matos
10,231 Taulant Bane	5,666 Arif Hajro	3,117 Mac Duddy	2,244 Aaron Parks	1,386 Samy Jacques	3,065 Dalton Cassavoy
10,216 David Carpenter	5,614 Scott Wheeler	3,056 Johnny Ly	2,215 Daniel Pacheco	1,368 Victoria Lewis	2,987 Robert Burns
10,127 Jeffrey Espinal	5,490 Ronald Rivera	3,026 Jake Yagjian	2,212 Alexis Pineiro	1,331 Zachery Kertulis	2,908 Ethan Silva
10,053 Brent Bowling	5,459 Jenny Kim	3,023 Giovanni Diduro	2,107 Andre Bent	1,308 Steven Barton	2,830 Joseph Michelin
	5,365 Brandon Summerton	2,984 Michael Russo	2,092 Alfredo Garcia	1,251 William Dugan	2,782 Tanner Midlick
	5,311 Jessica Chang	2,924 Kaitlyn Brandt	2,075 Ashley Wenning	1,244 Yussuf El-Zein	2,739 Mario Borino
	4,960 Mark Bernsdorff	2,903 Jeffrey A Smith	1,998 Isaac Foster	1,201 Troy Williams	2,731 Daryuztka Rodriguez Balza





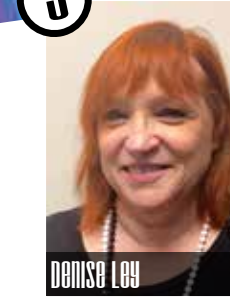
FEBRUARY BONUS LEADERS

PAYOUT: \$449,453

QUALIFIERS: 572

\$ 22,035 Sean Taylor	\$ 2,575 Damaris Trejo	\$ 1,618 Thomas Hager	\$ 1,155 Sebastian Hill	\$ 840 Samuel Troutte	\$ 642 Rochelle Magpantay
16,403 Luis Barbaresco Garcia	2,571 Binyam Abune	1,605 Patrick Minto	1,153 Tyler McKnight	830 Luke Reiter	638 Adam Calnan
14,013 Charlie Bermudez	2,504 Jared Guglielmino	1,600 Ahmadjosuf Ahmadjamshid	1,149 Maria Lugo Rincon	829 Breyon Williams	637 James M Hill
12,968 Scott Urbanowicz	2,494 Wesley Bromley	1,598 Selina Maldonado	1,131 Jihad Ottallah	808 Fabian Wilson	627 Nataly Zeitoune
9,296 Nancy Djendji	2,477 Chris Lewis	1,589 Sarelisa Marin De Diaz	1,108 Carlos Camacho Medina	807 Arcelia Zumbo	621 Jacob Krieger
9,198 Francisco Morell	2,462 Luis Soriano	1,571 Alexandria Greer	1,077 Hector Cruz	788 Lilia Nastashchynska	616 Ethan Tolbert
7,414 Dmitry Pendro	2,412 Connor O'Leary	1,514 Christina Salvatore	1,065 Amanda Thompson	770 David Archer	616 Nikolla Lulgjuraj
7,363 Frederik Diaz Mata	2,412 Kiana Gorden	1,509 Terrell Gray	1,061 Lucinda Garcia	770 Yanel Peguero O'Neal	610 Jody Howard
7,331 Edgar Velasquez Romero	2,241 John Crespin	1,481 Sayed Hashimi	1,046 Nina Blackmon	769 Kevin Beaver	607 Blair Sheppard
7,160 Carlos Frias Caraballo	2,190 Henocho Roman	1,478 Charles Gangloff	1,028 Trayvontae Allen	766 Kacie Schwartzfigure	595 Jeffery Oloyo
6,071 Bryce Engstrom	2,190 Lynn Svoboda	1,455 David Asbra	1,019 Austen Oakes	766 Donald Lewis	591 Kortney Krystik
4,294 Katie Stahulak	2,151 Robert Brannan	1,454 Matthew Rossi	994 Anne Banco	762 Steven Roberts	589 Nicole Wright
4,520 Jessie Holland	2,149 Michael Jang	1,448 Akinyemi Akinseye	989 Melissa Grieb	754 Rebecca Rehrig	583 Weena Centeno-Wade
4,513 Ryan Martin	2,137 Brittmarie Yarian	1,445 Tyrese Holland	989 Aimee Olson	748 Matthew Code	577 Jacoby Barry
4,467 Kevin Yeager	2,096 Christian Cox	1,445 Tyrese Holland	985 Leticia Irving	744 Kolbie Lewis	577 Samantha Garcia
3,806 Trevor Bailey	2,028 Selale Booher	1,411 Sydney McNeal	982 Leticia Irving	741 Holli Allien	573 Awbrey Vachon
3,804 Maria La Cruz	2,023 Ashley Mysza	1,399 Gabrielle Kolar	975 Jonathan Collins	740 Brent Henderson	571 Sunday Conine
3,684 Fernando Coiran	1,995 Ashley Beasley	1,398 Dameyan Chambers	966 Daniel Arzate Roa	738 Mayaribe Rivas Delsi	566 Jamie Beuschel
3,515 Pedro Colls Nunez	1,979 Allan Allas	1,387 Amiel Gutierrez	955 Kristi Basho	737 Danielle Anderson	563 Sonya Martin
3,446 Alexander Gomez	1,941 Lynsey Robbie	1,337 Yasmeli Villasmil	954 Ryan Parrish	730 Victoria Richards	559 Tyra Grant
3,240 Christopher Montoni	1,930 Kyle Mulzer	1,320 Carlos Vargas	954 Daniela Gomez	722 Stephanie Burghardt	558 Stephanie Brockman
3,083 Jose Matos	1,915 Jenny Anderson	1,309 Alyssa Kingsley	948 Luz Cortes	722 Eric Caballero	558 Tevin Overton
3,065 Dalton Cassavoy	1,843 Joshua Notte	1,277 Eduardo Rivas	943 Michael Geyer	719 Havis Alvarado	552 Bezawit Girma
2,987 Robert Burns	1,825 Elna Huseynova	1,272 Lamarus Jackson	935 Paige Zuzick	716 Mitchell McLaughlin	544 Logan Buckley
2,908 Ethan Silva	1,824 Rosmery Gomez Castillo	1,254 Lindsay Belham	929 Sharissa Andreas	700 Eric Morris	539 Shundra Hampton
2,830 Joseph Michelin	1,792 Noris Dominguez Ramirez	1,246 Daniela Fraga Marini Borrego	928 Julian Hicks	694 Nicholas Liening	539 Edwin Lapitan
2,814 Tanner Midlick	1,770 Luis Guzman Millan	1,214 Richard Sidoti	908 Patrick Sullivan	692 Ashley Kopchak	532 Anna Mirzaee
2,782 Braydon Cameron	1,731 Sarah Walter	1,211 Jennifer Webb	885 Evelyn Romero	687 Leonardo Yordi Fernandez	528 Brandon Hamilton
2,739 Mario Borino	1,714 Nicholas Garcia	1,208 Jakob Terry	866 Tyler Teague	661 Nadine Ramnauth	525 Rodney Williams
2,731 Daryuztka Rodriguez Balza	1,708 Derya Ekren	1,206 Agnieszka Kuspier	863 Braden Buck	658 Donovan Charleston	524 Jose Colmenarez
2,699 Gabriela Perez	1,707 Mariana Morales	1,198 Dulce Paz	858 Sahrooz Hussain	656 Hunter Bischoff	517 Colin Desnoyers
2,620 Michael Conner	1,691 Danita George	1,155 Erica Lent	850 Joseph Hogue	654 Joshua Lopez	517 Caren Deanda
			845 Justin Sherman	651 Thomas Agee	507 Anthony Iacovino
					505 Jonathon Carothers

52 **REINSTATEMENT BONUS**

1  ZENON ZORIJ \$4,661 S-S-Parks-Salvaggi	2  JAMES C CARTER \$3,898 S-S-Parks-Salvaggi	3  NICHOLAS GASPARRO \$3,810 Sabrina Lloyd	4  MIGUEL HERNANDEZ \$3,458 Josh West	5  DENISE LEY \$2,880 S-S-Parks-Salvaggi
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FEBRUARY BONUS LEADERS | PAYOUT: **\$86,632** | QUALIFIERS: **194**









\$ 4,661 Zenon Zorij	\$ 1,274 Dason Phaul	\$ 1,019 Kayla Kuhn	\$ 832 Andrew Brennan	\$ 711 Scott Florin	\$ 556 Patrice Franklin
3,898 James C Carter	1,267 Dawid Liniewski	971 Elizabeth Keiderling	810 Cody Toth	688 Lyn Nagel	556 Shamecka Nelson
3,810 Nicholas Gasparro	1,245 Valerie Ross	962 Natalie Soboleva	782 Jacqueline Farquharson	673 Amy Baird	542 Joachim Jean
3,458 Miguel Hernandez	1,242 Orby Kelley	954 Ranjana Chopra	775 Benjamin Giamalva	661 Steven Mason	538 David Ferriolo
2,880 Denise Ley	1,226 Marc D'Emilia	941 Mitchell Look	773 Diane Carrion	628 Jenny Alvarez	527 Sharon Eckenrod
2,270 Sami Mogannam	1,202 Laurekins Pardovani	940 Muhammed Ashraf	752 Loraine Patterson	624 DeAnthony Hartman	510 Mary Munsey
1,794 Joseph Faisant	1,105 Pamela Faircloth	894 Anna Senra	722 Joseph B Smith	579 Lidia Meglei	
1,741 Hal Herman	1,083 Faith Jones	881 Jack Craig	711 Sabrina Ashraf	572 Ellen Tuttle	
1,615 Jack Keiderling	1,028 Isabella Celli	835 Roberto Navarro		559 Funmilola Elumade	

5 BONUS TOTAL: \$5,563,703

WORLD'S GREATEST \$2,357,970	LEADERSHIP \$1,604,787	RG LEADERSHIP \$1,064,861	SA/GA TRAINING \$449,453	REINSTATEMENT \$86,632
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FOUNDERS CLUB

February Qualifiers—
Outstanding Producers & PR Representatives:

 Oleg Novitchii S-S-Parks-Salvaggi 10 Qualifications \$318,984 Net ALP 83.0 RET	 Michael van Delft Satti-Kanaan 25 Qualifications \$146,376 Net ALP 87.9 RET	 Kevin Ishikane AO 5 Qualifications \$123,861 Net ALP 91.6 RET
 Alexandra Longo Hart-Lewicki 3 Qualifications \$89,342 Net ALP 92.4 RET	 Ellen Tuttle Brett Gryska 6 Qualifications \$73,133 Net ALP 82.8 RET	 Troy Plummer AO 2 Qualifications \$72,558 Net ALP 91.2 RET
 Bradley Christiansen AO 3 Qualifications \$61,205 Net ALP 83.1 RET	 Michael Battaglio Evan Holzhauer 6 Qualifications \$57,336 Net ALP 85.1 RET	

All qualifiers listed achieved at least \$500 in bonus totals | WGB qualifiers achieved at least \$1000 in bonus totals | WGB recognition is based on \$1,000 MTD Net ALP minimum achievement level

MILLION DOLLAR CLUB

Another champion, another milestone!
Each champion will receive a bonus of \$5,000, plus \$5,000 for each additional qualification, and the Million Dollar Club Award. Congratulations on your achievements!

♣ \$4M ♣



JOSHUA DISHONG

S-S-Bendure-Hartwig
Contracted 1/4/12
Qualified 2/28/22
\$4,016,914 Net ALP

♣ \$2M ♣



Herivelto Pereira

Andrew McQuade
Contracted 3/7/02
Qualified 2/28/22
\$2,004,355 Net ALP



Kristi Vang

Cohen-Velasquez
Contracted 3/3/08
Qualified 2/28/22
\$1,013,397 Net ALP



Sherry Schick

AO
Contracted 8/6/11
Qualified 2/28/22
\$1,003,973 Net ALP

DIRECTORS OF THE MONTH



Leaders growing leaders

VP of the Month



Renee Jeffries

Renee had 10.74% growth over February 2021.

Sales Director of the Month



David Guzman

David had 27.92% growth over February 2021.

PR Director of the Month



Jacqueline Lowe

Jacqueline met 245.27% of Objective during February 2022.



David Zophin

President
American Income Life &
National Income Life Divisions

There's something to be said about being a team player, and Nick Moore – our SGA of the Year – probably knows enough to give a full academic lecture about it. That's why Nick is in the position he's in. That's what propelled him to being named the #1 Master General Agent internationally in 2016 and that's what helped him recently earn the elite and well-deserved title of SGA of the Year. Nick has always put others first, and in so doing, he has made quite a name for himself and his agency.

It's the message AIL-NILICO conveys to all of its people on a regular basis – the more you devote to the people we serve, to your

team, and to the people you bring into the company, the more you'll get in return. When you put good things out into the universe, good things will come in turn.

Nick has been a perfect example of that. He knows you can't ever take more than you give, and he approaches every day with a giving attitude (and more importantly, he gives without expecting anything back). It's a great philosophy to have, and Nick is walking proof of that.

From the onset of his career, Nick wanted to make an impact on the community and help provide financial security to people when they face their darkest moments. He wanted to be a positive force in others' lives, and he knew this company would give him that opportunity. His good intentions, coupled with his innately competitive nature, have led him on an outstanding professional journey, one both rewarding and worthwhile.

I think we can all learn something from Nick's approach. When we're looking for success, it can be tempting to put our needs and our wants first. When we want to advance our career, it's difficult to see how putting

others first is the way to do that. It almost seems counterintuitive. But we've designed this career specifically so that helping others yields success. Making sure working families' needs are met; extending our Opportunity Unlimited and helping others succeed; being the leader your team needs – these practices have always been part of our core values, and so many of our people have used these values to guide them throughout fulfilling, lucrative careers. It's how we do things at AIL-NILICO, and as Nick and so many others have shown us, it works!

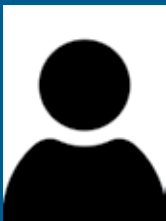
Congratulations to Nick and his agency for an incredible year. Nabbing the top SGA title is an impressive feat at any time, but it's particularly remarkable when it happens during one of the best years in company history. Nick has led his agency to great heights, and I'm so proud of him and of everything he represents. Thanks to Nick for showing us how it's done, and for being the inspiring leader his agency needs. 🙌



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FEBRUARY TOP ACHIEVERS

The Monthly Top Achievers include the top Rookie Producer, Veteran Producer, SA, and GA in their respective monthly categories, the top two MGAs and RGAs in Categories I-IV based on monthly % growth, the PR Representative with the most cards generated for the month, and the top two SGAs in Categories I-IV based on monthly % objective.



**ROOKIE
PRODUCER**

REMINGTON BLOCH
\$51,366 NET ALP



**VETERAN
PRODUCER**

DUNI OLUSEGUN
\$72,900 NET ALP



SA

SEAN TAYLOR
\$118,026 1ST SIX MONTHS



GA

**LUIS BARBARESCO
GARCIA**
\$189,522 1ST SIX MONTHS



**MGA
CATEGORY IV**

PAUL SAMRA
199.5% GROWTH



**MGA
CATEGORY I**

ZACH OTTO
114.3% GROWTH



**RGA
CATEGORY IV**

MARK DUSHAJ
510.6% GROWTH



**RGA
CATEGORY IV**

ASTRID CASTRILLON
90.9% GROWTH



**PR REP
CATEGORY III**

AL WALL
6,107 CARDS



**SGA
CATEGORY IV**

ANDREW MCQUADE
129.2% OBJECTIVE



**SGA
CATEGORY IV**

JOSH WEST
100.1% OBJECTIVE